THE CANNED GOODS TRADE

An Independent Journal of the Canning AND Allied Industries

THE CANNED GOODS AUTHORITY OF THE WORLD.

VOL. XXVII. BALTIMORE, JULY 7, 1905. NO. 46.

American Can Company

Principal Sales Offices:

New York.
Bowling Green Building.

Chicago, Ill.
Merchants Loan and Trust Bldg.

Baltimore, Md.
Boston and Hudson Streets.

San Francisco, Cal.
Kohl Building,

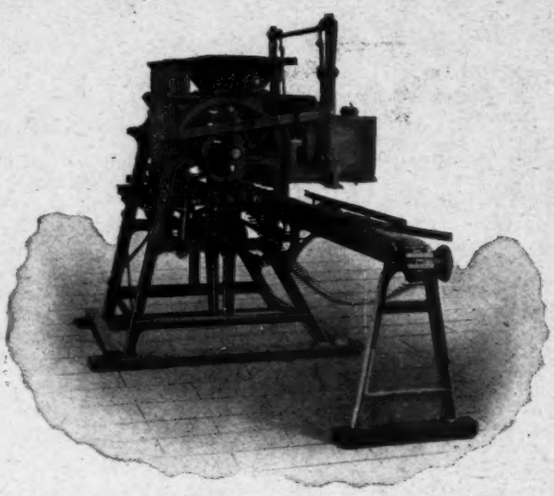
The New 1905 Model Bucklin Pea Filler and Briner.

FREEHOLD, N. J., October 28, 1904.

THE SINCLAIR-SCOTT CO.,
Baltimore, Md.

Gentlemen—Yours of October 26th is received. Refering to the Improved Bucklin Pea Fillers purchased of you this season, I would say that I operated them through the entire pea packing season with entire success. You will remember that I put in two of them to begin with, and immediately ordered two more. They do the work more completely than any filler I have operated heretofore. The cans are filled uniformly, the brine is drained off without any loss of peas, and in a perfect manner. There are no possible jams. Altogether, I do not see how you could improve upon them. Its capacity is fully equal to that of the Hawkins Capper. I shall equip my entire plant with them in another year.

Yours truly,
(Signed) JOSEPH BRAKELEY.



WAUSAU, WIS., December 6, 1904

THE SINCLAIR-SCOTT CO.,
Baltimore, Md.

Gentlemen—In reply to your favor of recent date asking for a testimonial on the Bucklin Pea Filler and Briner we purchased of you the past season, will say that the machine gave us entire satisfaction, filling the cans uniformly and measuring the syrup correctly without any waste to speak of. We find its capacity equal to that of the Hawkins Capper, and probably would do more if necessary. On our season of nearly forty days' actual work on peas we were not delayed once by the filler.

Yours truly,
(Signed) WAUSAU CANNING COMPANY.

STITTVILLE, N. Y., Sept. 8, 1904.

THE SINCLAIR-SCOTT CO.,
Baltimore, Md.

Gentlemen—The new Bucklin Filler and Briner is a daisy; in fact the writer believes it to be the best Pea Filler and Briner on the market today, and no doubt when the pea canners "Catch On" you will have lots of orders. We did not have a moment's trouble with it. It worked beautifully all through the season, and of course we are perfectly satisfied with the machine in every particular.

Yours truly,
(Signed) STITTVILLE CANNING CO.
By D. B. Simmons, Manager.

CORAL, MICH, July 5, 1904.

THE SINCLAIR-SCOTT CO.,
Baltimore, Md.

Gentlemen—After giving your new Bucklin Filler and Briner a thorough test we feel free to say it is the best we ever saw. Its simple construction most adds to its merits. We have had more or less experience with the Pea Fillers now in use, and can truthfully say the Bucklin is superior.

Yours very respectfully,
(Signed) CORAL CANNING CO.,
Robt. L. Coffmann, Manager.

The "Colossus" Pea Separator

BUCKLIN CYCLONE PULP MACHINE

BUCKLIN FINISHING PULP MACHINE

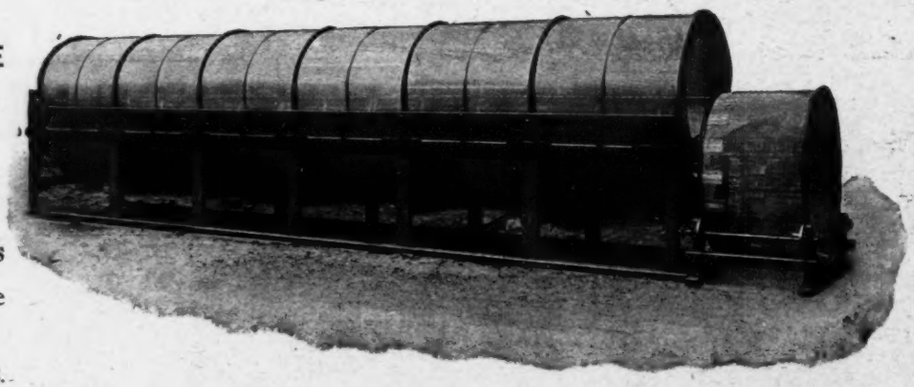
Pea Hullers

Cranes

Crane Fixtures

Peach and Apple Parers

KETTLES, CRATES, &c.



OYSTER BOXES AND CARS

Trayless Power Tomato Fillers

Foot Power Tomato Fillers

Pineapple Slicers

PINEAPPLE AND VEGETABLE GRATERS

Floor Trucks

CLUTCH PULLEYS, &c

SINCLAIR-SCOTT CO.,

Wells and Patapsco Streets,

Baltimore, Md

Extra Coated Tin Plates.

There is a growing demand for Tin Plates for CANNING PURPOSES carrying a heavier coating of Tin than the regular Coke Plates. We are in full accord with this movement, having furnished a number of our customers with extra coated plates and are prepared to continue supplying the trade with plates of any coating desired.

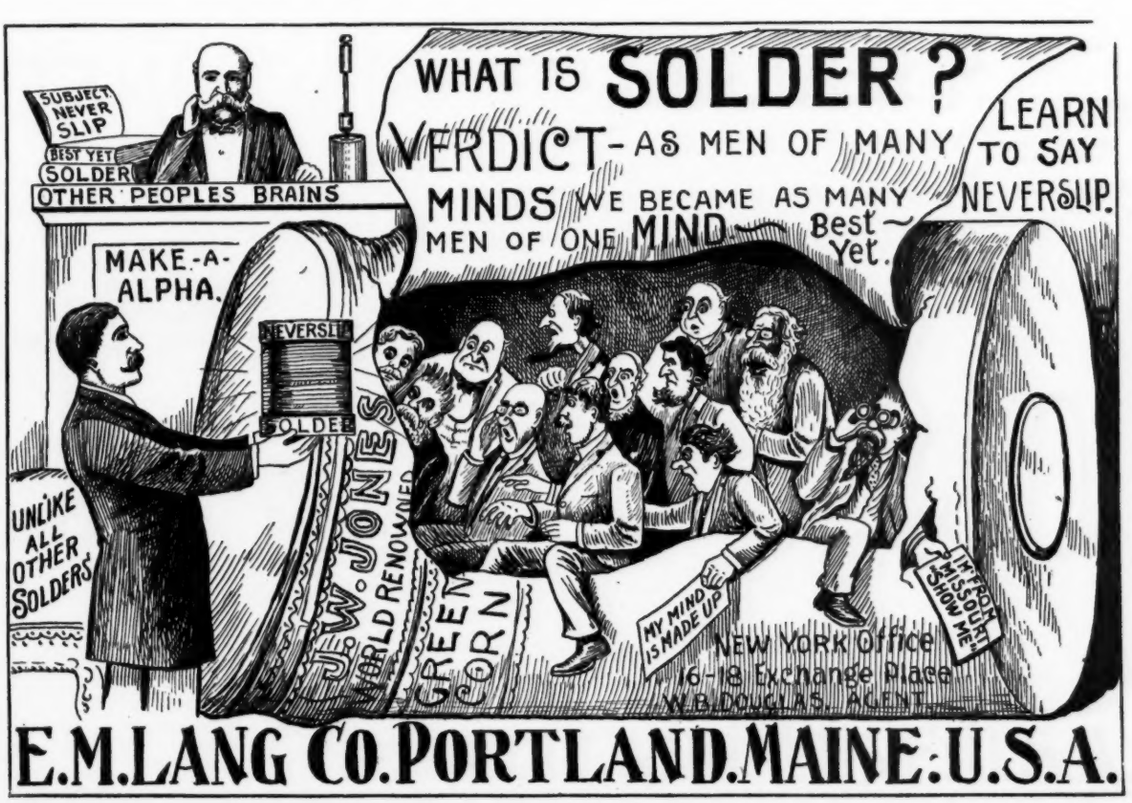
A quality of soft and well coated plate always maintained.

CAPACITY 700,000 BOXES PER ANNUM.

POPE TIN PLATE COMPANY,

CHARLES E. POPE, President.

Offices: PITTSBURGH, PA. **Works: STEUBENVILLE, O.**



Food For Thought

THREE CONCERNS IN MAINE WILL HAVE A COMBINED CAPACITY OF MORE THAN A THOUSAND CANS A MINUTE, OVER 650 THOUSAND AN HOUR, 3,600,000 PER WEEK ON OUR MACHINES THIS SEASON.

Food For Thought

STEWARD'S SANITARY CAN SYSTEM.

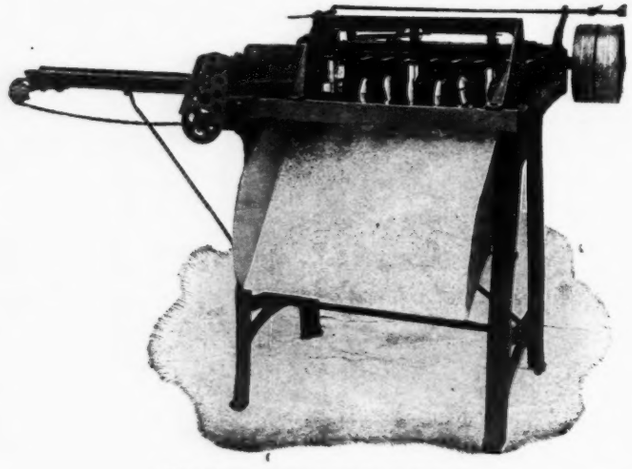
L. & J. A. STEWARD,

Rutland, Vermont.

MORRAL BROTHERS, Morral, Ohio,

MANUFACTURERS OF

CANNING HOUSE MACHINERY



The Morral Improved Corn Cutter.

The Morral Can Wiping Machine.

TESTIMONIALS:

CIRCLEVILLE, O., March 1, 1905.

This is to certify that we have tried all of the latest improved corn cutting machines, and can truly say the Morral Cutter is the best cutter we have ever used.

It has a positive feed, is simple in construction, is very strongly built and easily kept in order. It has the greatest capacity of any cutter we have ever used. Three Morral Cutters are now doing the work of four of another kind we used heretofore, and do the work better. They have more scrapers and will save corn over other cutters.

We now have fifteen of the improved Morral Corn Cutters in our Circleville factory, having discarded all other kinds of cutters and replaced them with the Morral.

We have used the Morral Cutters the past three years and they have given entire satisfaction, and we will cheerfully recommend them to any one wanting to purchase a corn cutter.

Very respectfully,

C. E. SEARS & CO.,
Per H. M. Crites.

SOUTH DAYTON, N. Y., Oct 25, 1904.

Morral Bros., Morral, O

Gentlemen—We acknowledge receipt of your favor of the 24th and are much pleased to advise you that the three Morral Cutters purchased from you this year gave perfect satisfaction. The feeding device is an especial improvement over other makes which we have used on account of the fact that it will take any sized ear without clogging. We had absolntely no waste of any account this year, and can only speak of the Morral Machine in the very highest terms.

Very truly yours,
THE SHEPARD CANNING CO.

RIVERVIEW, ILLINOIS.

Morral Bros., Morral, O.

Gentlemen—The three Corn Cutters and Can Wiper furnished by you for our new factory gave splendid satisfaction. We have no hesitation in recommending them very highly.

Yours truly, THE RIVER VIEW CANNING CO.

"Slaysman" Inclinable Top and Bottom Press

No. 3 A.

This illustration represents the general style and appearance of the No. 3 A Power Press in an inclinable position. It is the best Top and Bottom Power Press on the market. All bearings are reamed and scraped.

WRITE FOR PRICES AND DISCOUNTS.

SLAYSMAN & COMPANY,

Factory: ***125-127 East Falls Avenue,*** Office and Salesrooms: ***200 West Falls Avenue,***

BALTIMORE, MD.

Wheeling Can Company,

MANUFACTURERS OF

PACKERS' CANS.

Wilmington, Ohio, Jan. 13, 1905.

Wheeling Can Co.,
Wheeling, W. Va.

Gentlemen:

The C. W. Swain Canning Co., of Sabine, Ohio, used over one half million of your Cans during the season of 1904. They seemed as near perfect as it is possible to make them and we are perfectly satisfied therewith. As long as your cans continue as good as they were this season you can depend on our order, prices being satisfactory.

Yours truly,
C. W. SWAIN, Prest.

Write for our Prices before You Buy.

OLIVER J. JOHNSON,
Manager.
Formerly With Sprague Canning Machinery Co., and Union Can Co.

WHEELING, W. VA.

Extra Coated Cans.

Lest there be some misunderstanding of the above matter, we desire to remind the trade that we have for several years furnished cans made from specially coated plates, carrying any weight of coating desired by our customers.

Our Standard Cans are invariably made from the best standard Coke Plates that can be bought in the market, and we believe them to be proper and satisfactory packages for most varieties of fruits and vegetables.

Whenever the peculiar properties of the goods to be packed, or the preference of our customers require a specially coated plate, we are always ready to supply it at the actual additional cost to us of the material.

We shall be pleased to quote special prices on any specifications that may be submitted to us.

American Can Company,

Principal Sales Offices:

New York.
Bowling Green Building

Chicago, Ill.
Merchants Loan and Trust Bldg.

Baltimore, Md.
Boston and Hudson Streets

San Francisco, Cal.
Kohl Building

STANDARD OIL CO'S **TIN CAN OIL** is used by 95 per cent. of the CANNING TRADE. Why? Because it is best and cheapest, and is for sale everywhere by Tank Wagon, in Barrels or Iron Drums.

Address Nearest Tank Station or BALTIMORE, MD.

BALTIMORE, FRIDAY, JULY 7, 1905.

The BEST QUALITY DELIVERY CANS

American Can Company.

SOUTHERN DIVISION

BOSTON & HUDSON STREETS.

C. & P. Telephones Mt. Vernon 3620, 3621, 3622.
Maryland " Windsor 435, 436, 437.

BALTIMORE

Quick Shipments. Best Goods.

Weekly Review

Of the Canned Goods Situation. Market Reports.
Conditions and Changes. Outlook.

Judging by the weather prevailing this week, dame Nature must have come to the conclusion that this month of July is the period for liquidation, as she has been giving us an amount of liquid which threatens to leave bare the aboriginal rocks. The weather however has been generally favorable in all sections East of the Mississippi river, but there is probably at present too much precipitation along the Atlantic Coast.

Sugar Corn is looking well and is of course one of the more prominent articles of the packers interest. But the market in corn appears to be waiting for the weather to increase the prospects of a lessened crop. In the counties, packers are paying $7 to $7.50 per ton for green carn and in the city it is selling from 90c. to $1 per hundred.

Corn values remain very much as they have been quoted during the past two or three weeks. Thus Maryland county pack, rules for ordinary at 50c for county pack; dry pack at 65c and extra sugar corn, dry pack 85c. New York reports very little demand; values ranging from 60c to 80c for spot and 70c to 75c for future; Maine corn is quoted 90c to 95c at factory.

Beets are becoming cheap enough for the packers to handle and there is developing a steady request for these goods in tin.

String beans are selling at about thirty to forty cents per bushel and the weather is favorable to their condition. The pack of peas has ended and what are offering are now worth about fifty to seventy cents per barrel, except for the older kind of green peas, which can be bought considerably below that price. They will not be in request this year however as the market in canned peas is of a too doubtful complexion.

Brokers reports show the market condition of canned peas is very much mixed; in some sections it is reported in good condition and in others altogether valueless. This only means that peas, like tomatoes, are about to take a turn for the better and they will probably improve steadily for the next two months. The crop in New York is considerably lessened by the influence of rain. They are in the position there of a big crop of poor stock or a small pack of good stuff, which means either lower or higher prices for them.

In fruits, there has been a slight decline in the quotations of Gooseberries, which are now being packed. But as a rule the general line of small fruits remains as previously quoted. Standard Blackberries at 60c to 65c; Blueberries 55c to 65c; Gooseberries 70c to 75c; Red Raspberries 67½c to 70c and black same figures. Red Cherries are quoted at 55c to 60c for standard; white No. 2 at 90c to $1.10 and white extras at $1.20 to $1.25.

Some peaches are coming to this city from Georgia, as before stated, but packers are not handling them, although reports of poor prospects for peaches are aiding in the advance of prices. Standard No. 3 are quoted at $1.50 to $1.55 an advance of 10c over last week; No. 3 extras, yellow $1.60 to $1.70 also an advance of 10c; extras $1.65 to $1.75; seconds, white $1.10 to $1.15 yellow $1.15 to $1.20; gallons, pies $2.75; No. 3 pie 75c to 80c.

Pineapples remain unchanged and quotations remain as here tofore given; standard No. 1 E. & C. 75c to 80c; No. 2 $1. to $1.10; extras E. & C. No. 2 $1.50 to $1.70; No. 2 grated $1.55 to $1.65; extras No. 1 grated 85c to 90c; No. 2 $1.80 to $1.90; preserved No. 2 E. & C. $1.80 to $1.90 and grated $1.80 to $1.90; seconds No. 2 sliced 70c to 90c; pie No. 3 grated 70c; pie grated gallons $2.10.

The improvement in tomatoes still continues and the strength applies to all sizes. Full standards No. 3 spot are worth 67½c to 70c and supply running short at last. It is now recognized that the acreage is very greatly reduced, certainly not over sixty per cent of what it was last year at the present time in the heaviest packing section. No. 3 future standards are worth 70c to 75c and will soon be bargains at that; spot seconds No. 3 are quoted at 60c to 62½c; gallons standard are quoted at $1.70 to $1.75, an advance of about 5c. In fact some are asking as high as $1.85.

In oysters a campaign is now being waged for action in the Legislature which cannot be had until next January. Five-ounce standards are quoted at 77½c.; 10-ounce, $1.47½; 4-ounce, 70c.; 8-ounce, $1.40.

There is no change in quotations of cans at the present writing. In pig tin there is a movement looking toward higher prices in the near future, and, even in spite of an advance, advices from London say the market on pig tin this week is quoted at $31.15 to $31.25 as against $31.05 to $31.07½ last week, and New York reports at the present time sellers are seeking to obtain something above this figure for large lots. Pig lead and all other metals of canners' consumption are unchanged since our last report, but the figures of the market quotations can be found in their regular column.

NEW YORK MARKET.

NEW YORK, JULY 5.—With a holiday cutting into the week, business was somewhat ragged and conditions promise to remain quiet for sometime to come. The holiday really began Friday night of last week and did not end until this morning Large numbers left the City Friday and Saturday, remaining away over the fourth. The result was a temporary cessation of business which affected canned goods as well. All through June the market was quiet, and it did not open July with any degree of activity, but there was the same optimistic spirit noticeable and dealers are confidently expecting good business later. Stocks of the principal articles are low and sales are necessarily limited for this reason, holders as a rule, are not anxious sellers and in most instances refuse to make concessions to secure business.

A reduction in price would bring about a good trade in some lines.

Salmon.—Business is largely of a routime character, but demand is steadily increasing and seems to come from all quarters. It increases steadily, but is made up of a large number of small orders rather than a few large ones. So far it has not exceeded the limits of stock required for immediate consumption. There is no speculative interest, and the cheaper grades are given the larger share of attention. Numerous car orders for pink are reported. Supplies of this grade are light on the spot and the quantity on the Coast is said to be only sufficient for a month or six weeks. Holders refuse to accept less than 85c while 75c f. o. b. is quoted for shipment from the Coast. Other cheap grades which are wanted are Kings, which are quoted at $1.05 @ 1.07½, Medium red are quoted at $1.00 @ 1.02½ and Puget Sound spring flats are quoted at $1.50, but only small lots of these

UP HILL WORK.

Trying to get good results with poor tools. Have you done your best? Lots more satisfaction to figure a profit at the season's close than to discover a loss. If you pack high class goods with up-to-date machinery, there will be no trouble in your case.

A Knapp Labeler and Boxer will do the labeling and boxing better and cheaper than any other method.

Are you interested?

Write us about it.

BERGER, CARTER CO.
PACIFIC COAST DEALERS,
150 Beale Street,
SAN FRANCISCO, CAL.

The Fred H. Knapp Co.
80 WABASH AVENUE——————CHICAGO.

are obtainable. Red Alaska is still quiet, but demand is steadily increasing and sales are reported at $1.12½ @ 1.15 for outside brands and up to $1.23½ for Alaska Packers' Association goods. Some talk has been heard regarding opening prices on 1905 pack sockeye. One authority says that the prices will come shortly and will be around 90c for halves, $1.25 for talls and $1.35 for flats. From July 10 to 15 is set as the probable time for announcing prices. The pack is variously estimated at from 750,000 to 1,200,000 cases, with 1,000,000 cases as a reasonable guess. No improvement in the pack of Columbia river Chinooks is reported.

Sardines.—No special interest is shown in the market, but as the fish are not running there is less disposition on the part of independent packers to meet the $2.20 f. o. b. Eastport quotation on quarter-oils and some have withdrawn from the market by holding their price at $2.30 f. o. b. Eastport.

Tomatoes.—The market retains its strong tone, with 67½c quoted for spot goods and 70c for future standard Maryland 3s. Here and there a small lot is offered at 67½c for futures, but the quantity is too insignificant to attract attention or influence the market. Holders who are ready to make any concession are steadily becoming more scarce.

Peas.—Notwithstanding the reported statement that cheap peas are entirely exhausted, Southern goods can still be bought on a low basis, though reports of short crops in New York State and in the West have had a tendency to brace up the market a bit.

Fruits.—California fruits are still unsettled, because of the price cutting and splitting of commissions. Sales are small and at uneven prices.

HUDSON.

WANTED—Competent and sober Supt. who can pack high grade goods and white Corn in color, without use of bleacher, for small pack of Corn and Tomatoes. State age and former experience, with references and lowest price per month for 3 months service. Address, "Iowa Packer", care The Trade.

WANTED—Experienced Salesman and Manager for vegetable canning factory in the Middle West. Address O. S. D., care The Trade.

FOR SALE.

One Five H. P. Vertical Engine, one Ayars Topper and Wiper, one Stevens Power Filler, both combination, for twos and threes, all in number one condition.

Address H. H.,
Care of The Trade.

TRI-STATE ASSOCIATION MEETING

Held at the Clayton House, Wilmington, Del., July 6, 1905—Large Attendance—Interesting and Important Discussions—Valuable Statistics—Goods on Hand And the Acreage.

A regular meeting of the Tri-State Association, comprising the packers of New Jersey, Delaware, Maryland and the eastern part of Virginia, and representing over 70% of the total pack of tomatoes in the section covered by these States—the heart of the tomato-canning industry in the United States—was held in the Clayton House, Wilmington, Del., on Thursday, July 6.

The largest attendance in point of numbers that this Association has ever had was present and took part in the discussions. Many valuable matters were gone over and discussed and decisions reached.

The meeting was called to order by President W. O. Hoffecker, of Smyrna, Del., and Secretary Dashiell read the minutes of the last meeting and of the different meetings the Association has held during the spring and sumer at varions points along the Peninsula. It was shown that since the last meeting at Wilmington the Association has added to its roll the names of all the more prominent tomato packers of the States named, and is growing steadly.

An important matter which was taken up in one of the former meetings and gone over at this one was the appointment of an arbitration committee to act in conjunction with a committee of like nature of the New York Wholesale Grocers' Association.

Some time ago there were three important matters taken up by the Association, viz., the definition of "a standard," the drafting of a uniform contract and the appointment of an Arbitration Committee. After much discussion and thought it was finally decided that it was practically impossible to define a standard that would apply at all times and places, and that question was abandoned. The matter of a contract met with the same fate, and was given up, but the arbitration matter, it was found, could be successfully carried out, and the committee was, therefore, appointed at this meeting.

During the early spring a committee appointed by the Association called upon the New York Wholesale Grocers' Association to discuss the matter, and found that that body was very willing to adopt the suggestion of the appointment of a committee of five from each association to whom all questions in dispute were to be left. The idea in this was that whenever a packer who was a member of the Association had a dispute on hand with a buyer who was also a member of the New York Association, he could call upon one member of the arbitration committee, and the buyer would call upon one from his committee, the two to select a third, who would decide the question at stake and this decision would be final. However, to take

NEW LOCK SEAM CAN! NEW LOCK SEAM CAN!

JOHN W. MANN & CO.,

MAKERS OF

Fruit and Vegetable Cans

We are prepared to furnish the trade with the best Lock Seam Can that can be produced. Our factory is equipped with the most modern Automatic Machinery for making packers Cans. We invite your correspondence, and before placing your orders compare our prices with those of our competitors. Prices subject to change without notice.

Yours truly,

JOHN W. MANN & CO..

902 to 920 S. CAROLINE STREET, BALTIMORE, MD.

advantage of this benefit, after many changes, it was determined that a clause must be inserted in the contract as follows:

"*All disputes arising under this contract shall be submitted to the Joint Arbitration Committee of the New York Wholesale Grocers' Association and the Tri-State Packers' Association, and their decision shall be final.*"

The arbitrators are to receive $10 per day and their railroad fare.

The New York Wholesale Grocers' Association announced as their committee Messrs. Sills, Vallet, W. B. Timms, S. W. Seaman and A. N. Williams.

The committee elected by the Tri-State Asssociation is as follows: W. L. Stevens, of Cedarville, N. J.; H. P. Cannon, Bridgeville, Del.; Leo Langrall, of Baltimore, Md.; C. W. Baker, Aberdeen, Md., and H. B. Messenger, Federalsburg, Md.

All disputes between members of these two Associations will, therefore, be submitted to these gentlemen. The territory covered by the New York Wholesale Grocers' Association covers from Trenton, N. J., north to the Canadian line, and it will, therefore, be necessary for the Association to take up like arrangements with the wholesale grocers of Philadelphia, Pittsburg and Chicago, which will be done at a later date.

With the end of this discussion the meeting adjourned for dinner to reconvene at 2 o'clock.

TOMATO STATISTICS AND STOCK ON HAND.

The meeting called to order at 2 o'clock by President Hoffecker was virtually an executive one, dealing as it did with the pack of 1904, the amount of stock on hand at present, the acreage of the year 1904 and the acreage of 1905.

There were some genuine surprises for all in the figures submitted, and these figures were gathered individually from all the packers of the Association in the States named, and are as nearly correct as it is possible to get them. While the membership comprises over 70% of the total pack of tomatoes in this great tomato-packing region, these figures covered practically the whole section. It is a notable fact that Harford county reported more largely than has ever been known before, and Baltimore city was canvassed thoroughly.

Without going into the details of figures, these actual returns showed that the holdings of spot tomatoes today are less than 50% of what they were at the same time last year (1904); in other words, that there are not half as many tomatoes on hand today as there were at this time last year. And it was generally agreed that if consumption continues, as it has in the past couple of months, or even on an average consumption, the spot goods on hand now will have passed into consumption before any new goods come into the market. The reported holdings of the West, taken together with the holdings here, as represented in this Association, are not more than sufficient to supply the normal demand of July.

In connection with this fact is to be taken the acreage put out to tomatoes this season. A careful canvass was made in all counties, all contracted acreage figured and allowance made for plantings made without contract, and the total acreage is not over 60% of what it was in 1904. It is pointed out that it is too late now to increase this acreage, and the position of tomatoes therefore stands: Carryover from last season, at present date, 50% of what it was in 1904; acreage, as compared with 1904, 60%. And it is authoritatively stated that the entire carryover of spot tomatoes today is in the hands of about, not more than, 25 packers.

After some discussion as to the giving of statistics to the public, it was moved that the meeting adjourn to meet at the same place August 10.

President Hoffecker, Secretary Dashiell and the various members who have worked so hard to get together these statistics, are to be congratulated on the success they have achieved, for their returns were full, comprehensive and an immense improvement over the usual style of such returns. All Associations have made efforts to secure statistics, but the difference between many of these efforts and the results given above is the difference between failure and success.

CROP CORRESPONDENCE.

Crop Conditions Not Good.

RUSH, N. Y., July 5, 1905.

THE TRADE: Our pack here consists of corn, succotash, string beans, beets, Lima beans, cherries, plums and apples. We have out about the same acreage as last year, and are paying $12 per ton for average corn.

At present prospects are not bright for good crops, though this condition may change.

We have no corn left of the 1904 pack, and have sold only a small amount of futures. We have about 1,500 cases of succotash in warehouse.

Yours truly, Genesee Valley Preserving Co.

Early Peas, 50% Short; Late, 25%.

CANASTOTA, N. Y., July 5, 1905.

THE TRADE: There was about the same acreage set out to peas, beans and corn as in former years, but early peas are falling 50% short of last year in yield and late peas will be 25% short. Corn is not far enough advanced to tell much about it, and so depends upon the weather. We are paying the same price on corn—25c. per 100 lbs., but less on peas.

Yours truly, F. F. HUBBARD.

Same Acreage, Prospects Good.

FREDERICK, MD., July 6, 1905.

THE TRADE: We pack corn, peas and Lima beans and some few tomatoes and string beans. As a whole, the acreage this year is equal to that of last year. All the old factories will run and one new one at Walkersville. We pay $1.00 per bushel for peas hulled by the Viner system, $9 to $10 for corn and the market price for beans. The outlook for crops at present is very good. Yours truly, Monocacy Valley Canning Co.

Tomato Acreage 25% less.

CEDARVILLE, N. J. July 5, 1905.

THE TRADE: The acreage planted to tomatoes this season is 25% less than in 1904, though prospects at present are for a good yield. We pack strawberries, peas, lima beans, tomatoes, sweet potatoes and pears. We pay $7 per ton for tomatoes. Yours truly, J. E. DIAMENT & CO.

Fairport, N. Y., July 1, 1905.

For the sake of argument, we will concede that the old style soldered cap-hole can is good enough for "Water-color" Tomatoes, that you wouldn't eat, and can't sell. But if you make a pretense of packing Tomatoes for EATING PURPOSES, you will have to follow suit, and adopt the Sanitary Can. "The can without a cap-hole, sealed without solder or acid." This is the can of QUALITY for goods of Quality. Fill by hand and increase your average one can per bushel. Peel your fruit whole, and keep it so. Don't run it through the "crusher" and then pulverize it with the "cap-hole." Give the tomato a chance.

SANITARY CAN COMPANY,

Factory, FAIRPORT, N. Y. N. Y. Office, 105 HUDSON ST.

WRITE FOR BOOKLET AND SAMPLE CAN.

Tin Cans

for

July Delivery

PACKERS WHO HAVE NOT ALREADY PLACED THEIR ORDERS WILL SAVE MONEY BY GETTING IN THEIR STOCK OF CANS NOW, INSTEAD OF WAITING FOR LATER DELIVERIES.

The Virginia Can Company offers the trade a strong, smooth, safe can.

In writing for prices state about how many will be needed.

Virginia Can Company,

BUCHANAN, VA.

☞ *We furnish the Solder Hemmed Cap at regular prices.*

Jobbers' Views

Conditions as Observed by Leading Grocer Journals of Various Sections and Their Comments.

New York.

Tomatoes are less active and somewhat easier. In Maryland the holders of No. 3 standards are more inclined to accept bids of 65c. per dozen, and orders for futures could perhaps be placed at 67½c. Corn is quiet and so are peas. Packing centres are rather pessimistic on both articles. String beans at Baltimore have declined to 47½c. Gallon apples are steady in tone. California fruits are doing fairly and prices are showing more regularity. Lemon cling peaches may be a smaller crop than was expected when the prices of new pack were published. Salmon is doing better, with a more seasonable demand and a steady to firm tone. Barring red Alaska brands, the supply is small. Columbia River chum salmon is now quoted at 70c. f. o. b., an advance of 5c. per dozen. Domestic sardines are irregular and outside brands in drawn cans are lower in price.—*Merchants' Review.*

Philadelphia.

Tomatoes are growing stronger by gradual degrees. Futures show no change from the last quotations, but offerings are not heavy at ruling quotations. Spot tomatoes have steadily advanced until nothing that can be called first-class standards can be bought under 67½c. to 70c. at the factory. There is very little demand, but the situarion is strong. The corn market is quiet at unchanged prices. There will probably be very little doing until the last of August, when the size of the pack will be known. As to peas, the situation is unchanged. Rather discouraging reports are coming from New York State as to the pack there. Bad weather, it is said, may curtail the production considerably. The market for peas is about steady at the present writing. Peaches are unchanged on spot and no future prices have been named as yet. The crop and pack will unquestionably be short. Nominally there is no change in the California line, except so far as rumors go that the Association has made concessions of 5c. per dozen on peaches, apricots and plums. The general Baltimore line is unchanged. New string beans are now being offered at 47½c. to 50c , which is about 5c. below the price on old beans.—*Grocery World.*

Chicago.

Canned tomatoes are getting firmer all the time, and it is developing that stocks in canners' hands are very much lighter than was supposed. There is, in fact, commencing to be heard talk of supplies soon becoming exhausted, which would mean an immediately higher market. Prices are, in fact, higher already for both spots and futures and give every promise of advancing further. Both spot and future tomatoes cannot help being regarded as a good purchase. The chances very much favor higher prices at an early date. Canned corn is firm and unchanged. Peas are firmer, as the pack this season in all principal pea States is short of last year by a large percentage. The Eastern pack is not more than half as large as last season, while the Western States, including Wisconsin, will show a considerable shortage. Other canned vegetables are firm and the demand is good. There is a heavy call for both spot and future tomatoes. Canned fruits are in demand at unchanged figures. Salmon is firmer. Sardines are very steady. Demand for all the items of canned fish is good.—*Grocers' Criterion.*

Montreal, Can.

The new prices on certain lines have been sent out to the trade by the Canadian Canners, Limited. Peas are quoted as low prices, and this seems to meet the approval of the trade. No quotations on salmon are as yet at hand from the British Columbia Canners' Association. Some outside packers' lines have been quoted, but on unknown brands there is not much buying. It is not expected that the established brands will be, if anything, lower than last year's figures. Trade is quiet on account of new fruits and vegetables getting attention from the trade.

Toronto, Can.

The item of chief interest in canned goods circles is the announcing of the opening price of 1905 pack peas, spinach, asparagus, strawberries, cherries and rhubarb. The canners have divided their brands into three groups; No. 1, Aylmer, Bowlby Bros., Little Chief, Log Cabin and Auto; No. 2, Simcoe, Delhi, Kent, Boulter, Thistle, Lalor; No. 3, Lowrey, Shenck, Saylor, Lakeport. The prices for group No. 1 are 2½c. higher than for groups No. 2 and No. 3. In comparison with last year's prices the most significant change is in peas, which are abnormally low. The conditions of the opening price list are such that orders can be booked at

The A B C of the Canner,

A=malie
B=rand
C=olors

"Amalie" TOMATO color is a special product.

GOOD COLOR. NEVER FADES. GUARANTEED HARMLESS.

OUR SOLDERING FLUX IS THE BEST EVER SOLD.

German-American Chemical Works,

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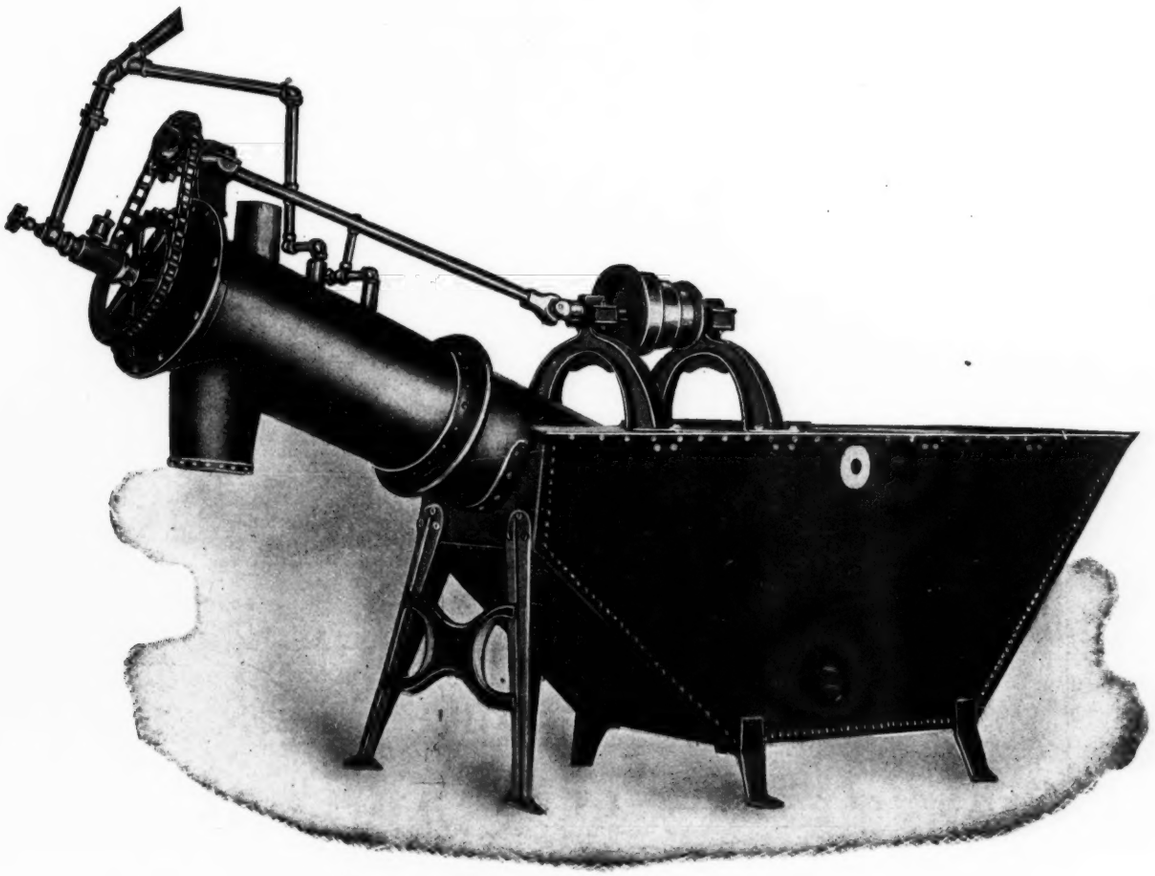
Baltimore. New York. St. Louis. Boston. Philadelphia,

Tomato Machinery.



Baker's Improved 'Power' Tomato Scalder.

This is a combined Washer and Scalder. Scalding is done with live steam.

Best Method. Saves the fruit

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Sprague Canning Machinery Company,

DANIEL G. TRENCH & CO., General Agents,

42 RIVER STREET, CHICAGO ILL.

opening prices only until June 30. After that date quotations will be subject to conditions of pack, etc. A very large business is reported in future canned goods during the week on account of prices being so favorable. In fact, some of the canners are already sold out. There is always more or less delay about this, as after coast prices are received the price committee of the Dominion Guild have to adjust the selling price. This means that the new price list will come into effect for goods to be shipped in September of this year. It is interesting to note that the opening price is from 50c. to 75c. lower per case than in 1904. Some of the trade think, in view of this being the big run of salmon, that we will see still lower salmon in the near future. During the week there has been an advance in American tomatoes of 7½c. per dozen. Locally a brisk business is being done in canned fish and canned meats.—*Canadian Grocer.*

London, England.

Salmon.—There is no change to record in this article on the spot, but, as buyers continue to devote more attention to Alaska in consequence of its comparatively low value, they do not seem disposed to operate in British Columbia talls at the prices which holders are asking. Lobsters are without change and the supplies coming to hand continue to go off readily. The Evangeline has brought 1,481 cases and the Cestrian 550 cases, the last named to Liverpool. Sardines.—The finer weather experienced this week appears to have induced a better inquiry, and more business has been done at firm rates. Reports of the fishing both in France and Portugal do not indicate any improvement. The Lusitania has brought 2,012 cases. Meats continue in good demand for all kinds, and the market maintains a very firm tone. Very fine quality rabbits are being offered at cheap rates, but buyers are still apathetic, and this is no doubt due to the inferior qualities imported some two years ago which has tended to restrict the trade in the finer quality goods. Fruits.—Prices for pears continue on a high level in consequence of their scarcity, but apricots are meeting with more attention at firm rates. Pines have been moving off more freely this week at unaltered prices.

Liverpool, England.

Salmon.—The continued heavy demand from the country for best in talls, flats and halves is making itself felt on stocks in Liverpool. The result is an advance in the price of halves, which are worth anything from 40s. to 42s. today, and 1-lb flats 35s., to 37s. One-pound talls British Columbia are much inquired for at slightly better rates. Alaska steady. Lobsters.—Halves of new goods are in good demand. Sardines.—Good grocery quarters are almost unobtainable. There is quite a large inquiry for all sized tins. Fruits.—The warm weather of the last few days has influenced the demand considerably, and, as prices of the new crop have been issued, there is quite an impetus given to the trade. Pears have advanced considerably in price, and apricots are good stock at present low levels. Pineapples keep in fair demand.—*Grocers' Gazette.*

FOR SALE.

One 12-Steel Cox Capper.
One King Filler.
One Cox 12-Can Capper and Wiper.
Five Open Iron Process Cans, holding 432 cans each.
Twelve Iron Basket Crates, 216 Can size. All second-hand but in good order.

Address,
RIO GRANDE CANNING CO.,
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FOR SALE.

Boilers, Engines, Stacks, Breechings, Tanks, Heaters. Complete Steam Plants furnished. Prompt attention to Marine and Stationary repairs. Atlantic Iron Works, Allen and Clement Sts., Lacust Point. JAMES McCOY, Proprietor,
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FOR SALE.

1 Hawkins Capper, 1 No. 3 Burt Labeler, 1 West Process Kettle, 1 Lewis Can Tester. 1 Monitor Bean Cutter. All in good order. Address,
K. M. DAVIES & CO.,
1t. Williamson, N. Y.

HELP WANTED.

Condensed Milk factory Superintendent. Must be thoroughly experienced. Address,
KIM,
6-30-4t. care The Trade.

Make Your Own Cans!

THE NEW SEAM SANITARY CAN.

REQUIRES
NO HOLES or CAPS
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SEALED WITHOUT
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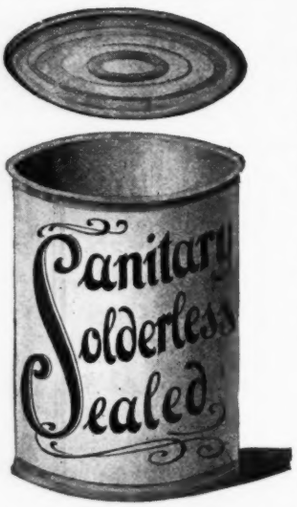
or objectionable
FLUXES,
PREVENTING SCORCHING AND BLACK SPOTS.



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A descriptive illustrated catalogue and sample can sent upon request Please state kind of goods packed.

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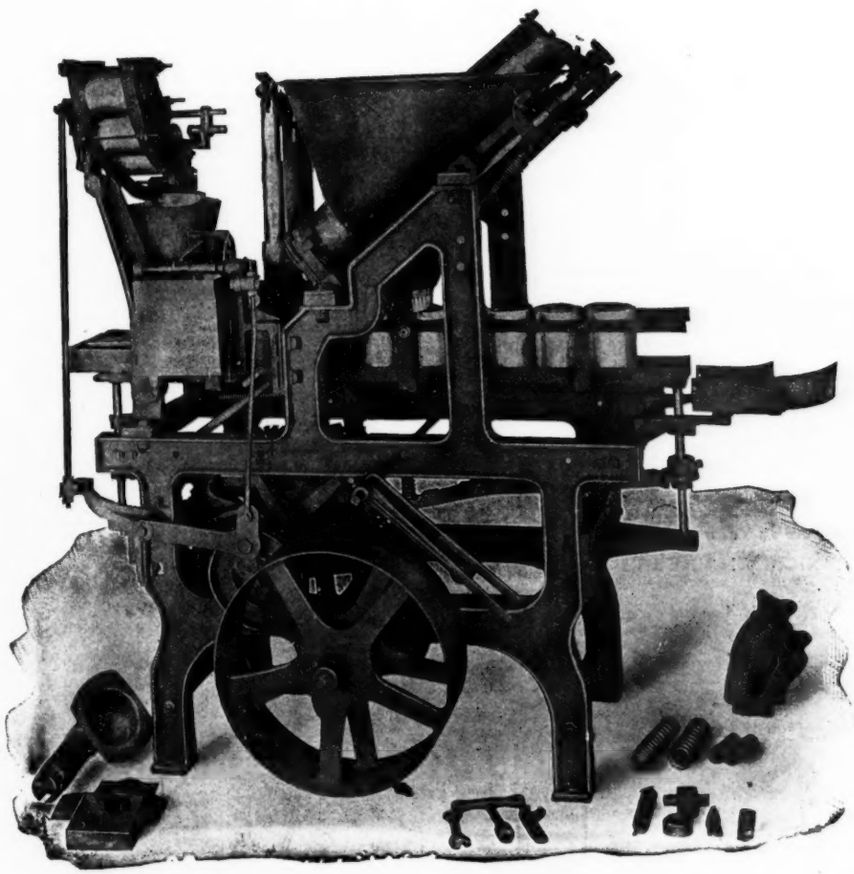
KING TOMATO FILLER

WITH ATTACHMENTS.

Uniform Fill. No Waste. Whole Tomatoes.



Everything Goes into the Can.

Can be Regulated to Fill any Desired Quantity.

AYARS MACHINE COMPANY,

SALEM, NEW JERSEY.

Canning Items.

New Firms, Changes, Incorporations, Fires, Improvements, Items of Interest.

California.

Antioch, Cal.—Fire destroyed J. Lindenberger & Co.'s Salmon Cannery, 600 barrels of canned salmon, twenty fishing boats and one launch. The loss was $150,000.

San Francisco, Cal.—After a thorough investigation of the fruit crop, J. S. Leeds, manager of the Santa Fe Refrigerator Despatch, is of the opinion that one thousand less cars of deciduous fruits will be shipped this season from California to Eastern markets. Mr. Leeds said it was hard to assign the precise cause, but he added that 5,000 carloads would go out this year as against 6,000 last. The greatest falling off appears to be in pears. From the car holdings Mr. Leeds concludes that the Bartlett pear crop is just about one-half this year what it was last, as only 300 cars will go East this time compared with 600 last year. The canners are taking more fruit this year, however, and that will aid to decreash the number of cars going East. The peach crop is good and the fruit excellent. Two years ago was the banner time, when as high as 7,500 cars went East, and, as such a scarcity of California fruit prevails in the East, the prices for fruit will be fancy and should please the horticulturists.

Louisiana.

New Orleans, La.—The Ostrica Planting, Canning and Manufacturing Company filed suit in the Civil Court against the Louisiana State Oyster Commission for $500 damages and for an injunction to restrain the Commission from interfering with the plaintiff company in the peaceful possession of its property, located in the Parish of Plaquemine, and particularly that part of the property known as Bayou Tortillion. Under the law governing the Oyster Commission all oyster lands, beds or waters are under the control of the commission and they have exclusive rights thereto. The law was passed in 1902 at the time the oyster commission was formed. The Ostrica Company acquired its property in the year 1891, and with it went the right to plant oysters in the Bayou Tortillion. The company claims that the Oyster Commission has no right to interfere with vested property rights, and that if the law gives this right to the commission the act is unconstitutional and will not stand the test in the courts. The point raised in this suit is an interesting one. It will mean thousands of dollars to the owners of oyster properties all over the State. James Wilkinson appears as the attorney of the Ostrica Company.

Michigan.

Detroit, Mich.—The Michigan Canning and Preserving Company has contracted among the farmers in this vicinity for 100,000 bushels of fruit, and has commenced work upon strawberries, putting up 2,000 bushels.

Grand Rapids, Mich.—The Heinz and the Thomas Canning Factories have opened for the season with the free production and offering of small fruits. The big showing of strawberries on the island market was an inspiration to the buyers of the big establishments and a lot of stock was taken for preserving. The offerings of cherries are also rapidly increasing, and the prices are being moderated in keeping with the advancing season and the showing. It is unlikely that prices will be shortened much from the present figures, provided the indications of a short crop in the cherry line are not entirely false. With prospects for large crops and easy prices in all the other small fruit lines this season, it is altogether likely that the consumer will have plenty of fresh fruit at prices he feels he can afford to pay, while the canneries will be enabled to secure big stocks to preserve against the winter demand, says the informant.

Detroit, Mich.—Michigan Vacuum Canning Co. Kalamazoo, Incorporated, $1.000

Nebraska.

Beatrice, Neb.—Tke Lang Canning Co. of this city is making plans to build a factory at Schubert, Neb., with a view to handling the fruit raised in that section of Nebraska.

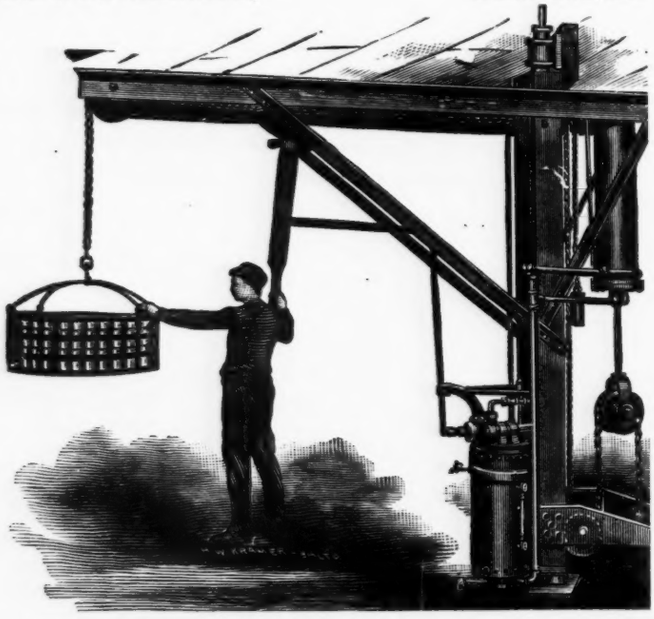
New Mexico.

Roswell, N. M.—Secretary L. D. Fort has begun the work of issuing the stock for the Roswell Canning Company. All payments are due. The

GEORGE W. ZASTROW,

MECHANICAL ENGINEER,

1404 to 1410 Thames Street, BALTIMORE, MD.



The Crane here shown is entirely of iron and steel, put together in the strongest possible manner, which, combined with its simplicity, reduces the liability to get out of order to the minimum. The consumption of steam used as an impelling force is very small making it very economical. To all the above may be added, one man can operate it, having control of the article hoisted and the crane. The control, by means of the shifter handle, is absolute in raising, lowering or stopping the goods at any desired point. Hand power can be attached when desired, at a small additional cost, thus adding another desirable feature. Can refer to Wm. Numsen & Sons, Baltimore; Gibbs Preserving Co., Baltimore; C. E. Sears & Co., Circleville, O.; Buckeyestown Canning Co., Buckeystown Md.; Wm. Grecht & Co., Baltimore; W. W. Boyer & Co., Baltimore; T. J. Meyer & Co. Baltimore; Greenabaum Bros., Seaford, Del.; B. F. Shriver & Co., Union Bridge Md. Smith Yingling & Co., Westminster, Md.; Dunbars & Sons, New Orleans; Barataria Canning Co., New Orleans; Sciota Canning Co., Ashville, Ohio; Monocacy Canning Co, Frederick, Md.; Sac City Canning Co., Iowa; Salisbury Bros., Ridgely, Md.; F. & J. J. White, Williamstown, New York; Ross Bros., Seaford, Del.; Geo. W. Stradley, Laurel Del.; The John Boyle Co., Baltimore; David Reis, Milford, Del., and others.

HOWARD'S CAPPER

Will interest the man that thinks, buys and plans for a canning factory. Our system of capping is now used by the large as well as the small houses. Will cap sample to gallon cans.

A boy from the plow can operate it; some firms use girls. It is the most reliable and economical capper; does the work right while it is doing it.

We build four sizes of machine, tray cappers and continuous cappers.

M. E. HOWARD, Mfr., - - Indianapolis, Ind

Factory will be gotten in running order as soon as the season is sufficiently advanced to make bnsiness profitable.

New York.

Johnstown, N. Y.—The Fonda Canning Factory has induced the neighboring farmers to plant 300 acres of sweet corn. It has also hired a twenty-acre lot on which it has planted beans, which will be canned as string beans.

Oakfield, N. Y.—The prospect for a large crop of peas is good. Tanner & Co., having increased the capacity of their canning factory with the products of 500 acres, which they control, they will probably largely exceed the output of former years.

Albany, N. Y.—The Manhattan Land and Fruit Company, of Great River, has been chartered by the State Department to raise fruits and vegetables and can and preserve the same. The capital stock is placed at $5,000, and the directors for the first year are Charles H. Parmele, William P. Jeffery and Albert C. Slade, of Brooklyn.

Oneida, N. Y.—The mammoth plant of the Burt Olney Canning Company began operations on peas and it is expected that fully 1.000 hands will be employed there. If the weather clears off, the pea crop will be unusually large, but in many places there is water standing in the fields, so that harvesting is rendered almost impossible.

Ohio.

Springfield, O.—The canning factory at Yellow Springs, which is to make a specialty of handling sweet corn, is nearing completion.

Portland, Ore.—Lasselle Bros. Packing Company, principal office, Albany, Ore. capital stock $24,000. incorporators, Jerome T. Lasselle S. A. Lasselle and H. S. Wafner.

Oregon.

Salem, Ore.—All indications point to the early establishment of another fruit cannery in this city in the near future. This venture will be in the nature of a joint stock company, to be formed by the fruit growers of this district, and the plant will be operated upon the co-operative plan. Definite steps in this direction were taken by the Marion County Fruit Growers' Union, at a special meeting which was held for the express purpose of receiving a report of a special committee, composed of W. C. Price and George Weeks, upon the feasibility of the proposition. After due consideration and much discussion the sentiment of the meeting was a unit in favor of organization, and a committee of ten members was appointed to solicit a subscription of sock to the amount of $5,000, the amount of the capital stock, at the plan arranged by the meeting being upon the basis of 200 shares at the rate of $25 each.

Columbus, O.—The Spring Valley Canning Company was incorporated at Spring Valley by Edward Snook, J. W. Wood, G. A. Burt, J. W. Snook, H. W. Ivins, $10,000.

Pennsylvania.

Reading, Pa.—The Reinhold's Canning Factory will be put in operation shortly. They will begin work on string beans.

Vermont.

St. Albans, Vt.—New double retorts are being installed at the plant of the Green Mountain Packing Company, situated west of the Central Vermont Railway Company's tracks and south of Welden street. For the past two weeks the canning factory force has been working on baked beans and about the first of next month will begin on string beans. During the summer until corn is ripe and ready for packing the factory will work on string beans, blueberries, beets and other varieties of beans. Beginning about July 1 the factory will employ about eighty hands and work will be pushed to the limit of the output of the plant.

Washington.

Puyallup, Wash.—Work on the cannery building is being rushed and it will be ready for business as soon as needed. The building is 150 feet long, 50 feet wide and two stories high. The cooling room has slated floors above and below, allowing a draft of air which will cool the berries in a short time. This room will also be of great benefit as a refrigerator to preserve the berries until they are packed in the refrigerator cars. The storerooms and offices will be on the second floor. The Northern Pacific will run a spur to the north end of the building for loading the cars. The driveway enters from Main street, and with three large doors on the side of the cooling room will greatly facilitate the receiving of berries.

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convince you with the fifty-two arguments I am putting forward one fifty-second as well as one trial of

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will convince you.

If I have been able to convince the largest consumers in the world, you should be curious to see why. Order a barrel ***now.***

Next week I'll tell you another reason why you should use my flux.

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Southern Agent.

THE TRADE.

PUBLISHED EVERY FRIDAY BY

THE TRADE COMPANY.

INCORPORATED.

E. S. JUDGE, - - - - - - President and Managing Editor.
A. I. JUDGE, - - - - - - Secty.-Treas., Asst. Editor.
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THE TRADE is the *only* paper published exclusively in the interest of the *Canned Goods Packers* of the United States and Canada. Established in 1878.

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Notices of *Hands Wanted* or *Situations Wanted* will be inserted free for paid annual subscribers; other parties will be charged 20c. per line each insertion.

Packers are invited and requested to use the columns of THE TRADE for inquiries and discussions on all matters among themselves pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored. E. S. JUDGE, Managing Editor.

Entered at the Postoffice, Baltimore, Md., as second-class mail matter.

BALTIMORE, FRIDAY, JULY 7, 1905.

With the advent of July we have the satisfaction of knowing that one-half of the important year of 1905 has passed into eternity. It is important to almost every great line of business; in the financial world it is the midyear settling time, when books are balanced and the second quarter's dividends are paid; and upon this generally depends the whole financial condition of the year. The doubts and disturbances of last summer and fall in the financial world were postponed by consideration and combination to the first six months of this year, and it goes without assertion that the six months we have just completed were full of financial dread and danger.

We can, therefore, reckon at the present writing that the financial condition of the country is very much better than at any time this year, and we may have a much more cheerful and active market as a consequence. The first six months of every year also are pregnant with important possibilities to the agriculturist in every line—the Southern trucker, the California fruit grower, the West Indian fruiterer, all depend upon the peculiarities of this season for their year's harvest. The more local and immediate farmers are in an equally important position, and it is scarcely until June has passed that we can tell what the fruit crops will be.

For instance, it is now known that the cotton crop is going to be about three million bales short, and the fear which has been hanging over the country of an excessive crop has been turned into an immense profit and glorification by the acquired knowledge that the crop will be about 10,000,000 bales, which, as we have said, is more than 25% short of what was anticipated. This knowledge has had the immediate effect of adding 1c. per lb. to the value of that staple, and this 1c. per lb. means a fortune to those connected with this crop. Thus 1c. per lb. on 10,000,000 bales means an advance of $50,000,000 in favor of Southern finances.

Again, we know of another article—white potatoes—that there is going to be a record-breaking crop all over the country, and we really think this means more to the canned goods industry than the pleasant disappointment in respect to cotton.

Our canned goods packers here could learn a lesson from such facts as these. An overpack of canned goods reduces the general value with a great difficulty in recovering value later on. It is easier to get the prices down than it is to get them up, and tomato packers must have distinctly learned this during the past twelve months.

Another party of agriculturists is learning this lesson at present. The tobacco planters of Southern Maryland have been very much exercised at the low price of tobacco; they have a kind of a pull in respect to the French demand for Maryland tobacco, the French government being their largest customer for this special article. But between the French government and the Maryland growers there stands a small army of brokers and commission men on the tobacco question, and the farmer does not get the amount that the French government bids for tobacco. This is not a new question nor is it a local one. A couple of years ago Kentucky had the same trouble with other markets, but the growers in that State got together and resolved to lessen the crop of tobacco for sake of improving the price. But, between the low price and the half failure of the crop, they made a loss on that endeavor, and it has naturally increased the fear of the naturally timid countrymen.

But it shows that all the world of producers recognize in the regular line of business that in annual production there will come a time when success must apparently cease, when the crop must be reduced to get cost out of it, or the price will go below the first production value and the dear public alone will be benefited. The dear public laughs ha ! ha ! at this. But it should also remember that what the dear public loses is only a partial loss to what all lose, and we are trying to hint here in these lines that all this shows that it is essentially necessary for the canned goods packers to recognize that we have gotten to the time in the development of the business when some perennial arrangement will have to be made to keep the production down to the measure of demand. This is the consolation of the year we are passing through. Nature is doing it in every direction and in every crop, but the danger is that she will overdo it, and we will have a repetition in the next three years of what the industry has passed through during the last three.

All packers of canned goods are aware of what that has been. It has been more outgo than income, and, unless we learn something from it, the will have been in vain.

The six months passed have also had an immense effect upon the military portion of the world. Russia and Japan have had time called on them, have hit each other their hardest blows, and Russia has been knocked down so hard that she has been nearly counted out. But the white-winged Angel of Peace, thanks to President Roosevelt, has been flapping her disconsolate anatomy over Manchuria with one wing almost destroyed and the other drenched in gore. But, all the same, if the world will be benefited by peace there, there is quite a probability of seeing it in August. But there is a lesson here also to learn. To any one who watches these things and studies them philosophically, it is now evident that the Power Who directs all kinds of human quarrels is intent upon carrying the antagonistic spirit around the world. Russia is no sooner willing to have peace in the far East than it breaks out in the south and far west part of her great dominion. The Emperor William of Germany is also shaking a red rag in the face of Europe, and there is every chance of a fight in the old nest of kingdoms.

Meantime almost throughout the world the working people, those who produce the majority of the products of the world, are operating for two things which are one in effect. First, for a general strike in all lines of industry, and secondly, for a spread of socialism. With this influence in the air above and around us, we can hardly expect to escape from internal disorder, and, although the six months just passed have gone down in history as rather free from strikes in America, the seeds of great movements of that kind are already sown here, and we hear of strikes to be in the iron and tin plate industries which may yet affect the values of cans before the summer is over. But we may all be thankful that one-half of the year is gone. Already the commercial side of the situation is better, and we believe

that, like cotton, nearly all crops, at least in canners' lines, will improve with the development of the summer. That there is room for improvement, no one will dispute, but we would like to hint to our friends who have not a supply of cans provided for that they had better correct said error at once; that there is a decided danger of an advance in the price of cans in August as soon as peaches and tomatoes get upon their tables. Look to it.

Destroying Plant Lice.

The Practical Counselor for Fruit and Garden Culture, of Frankfort, recently offered a prize for the best method of destroying plant lice, for which 58 persons competed. The prize was awarded to the author of the following preparation: Quassia wood 2½ pounds, to be soaked over night in 10 quarts of water and well boiled, then strained through a cloth and placed, with 100 quarts of water, in a petroleum barrel with 5 pounds of soft soap. The mixture is then ready for sprinkling on plants infested with lice. Leaves, even those of peach trees, will not be injured in the least by the solution, which can be kept covered in the barrel from spring to fall without deterioration. A soon as lice appear the leaves should be sprinkled with the solution. If this is repeated several times the pests will disappear. —*Richard Guenther, Consul-General, Frankfort, Germany, May 27, 1905.*

Grain and Grasses.—Corn, responding to favorable weather conditions is making rapid growth and is in promising condition; while many fields are somewhat grassy, the crop in this respect is generally fair.

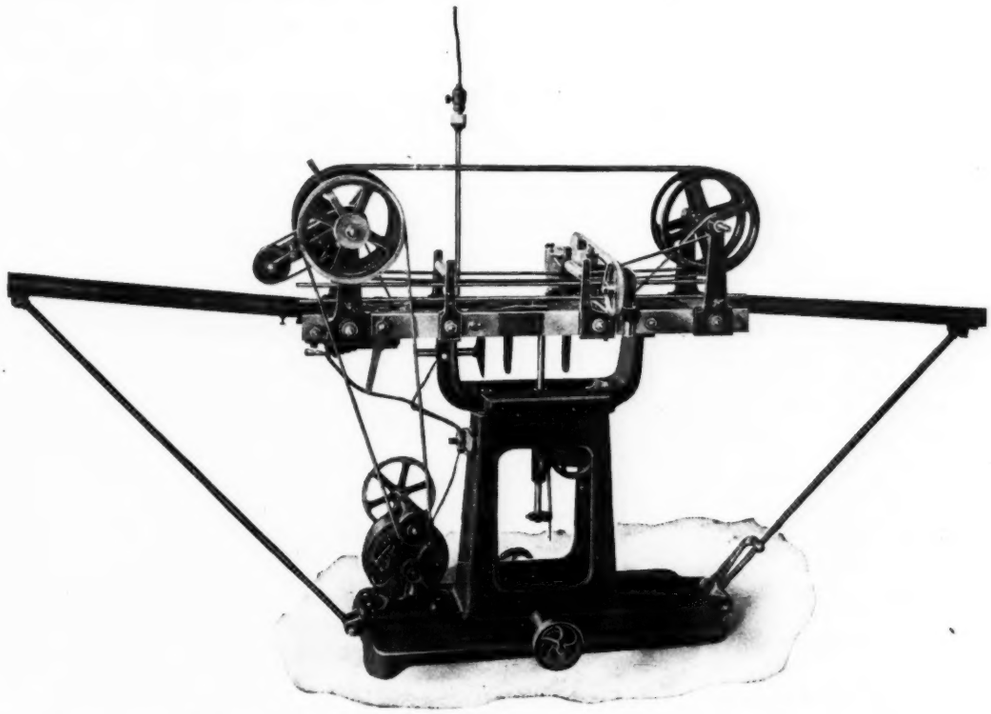
Fruits.—Blackberries and raspberries are ripening and some are being marketed. Small fruits are all heavily set and fine in quality. Early apples are beginning to ripen. A fair crop of apples and pears is indicated, and a light yield of peaches.

E. D. EMICH, Acting Section Director.

San Francisco, Cal.—Philip D. Code, president of the Code-Portwood Canning Company, a pioneer of San Francisco, and prominent in Masonic circles, died at his home, 976 Valencia street, at 11 o'clock on the morning of June 21. Death was due to a complication of ailments, which forced Mr. Code to retire from business life a number of months ago. He was sixty-three years old.

A Paying Proposition.

Many times have we said that the BURT LABELING Machine does the work thirty per cent. cheaper than by hand. This aroused enough interest to cause many canners to investigate. They adopted our suggestion to try a BURT LABELER, and all agree that they should have followed this advice long ago—many would not be without their machine for five times the cost if another could not be secured.



The advantages of "machine labeling" are so readily demonstrated to anyone interested in saving money that it will pay to read the booklet explaining this—we will mail it on request.

Burt Machine Company,

BALTIMORE.

MARKETING CANNED GOODS IN ENGLAND.

Some Food for Thought—Timely Suggestions—The Opportunity Shown.

In a special correspondence Mr. Walter C. Hamm, United States Consul at Hull, England, takes up the question of the importation of canned goods, and gives some valuable points. He says:

Attempts to place American goods on the foreign market often fail because local conditions are not studied and their full significance taken into consideration. This fact is strikingly illustrated in the effort to find a market for American canned food products. National habits, customs and acquired tastes need to be closely examined and catered to. If they are not, loss follows, and what might have been a successful business venture comes to naught. A renewed effort is being made to enlarge the sale of canned food products in England, and if well directed it has good prospects of success. Considerable quantities of such goods are now sold and the market for them is constantly growing. To hold what has been gained, however, and to increase sales, energy and intelligence in directing the ventures are needed. The French are persistent competitors, and, being near at hand and able to estimate the local situation better and quicker, they have advantages over rivals 3,000 miles away.

One error made by American exporters, and especially in canned goods, is to mistake quantity for quality. All European people with whom I have become acquainted have different ideas on this subject from Americans. The abundance in food products so prevalent in the United States does not rule here. Europeans have consequently become accustomed to smaller quantities and to greater care in the use and preparation of foods. This is especially true of the French. They are famous for the nicety and attractive character of their table preparations, and carry these traits into the preparatian of canned foods, consequently often finding sales for them denied American products.

Another mistake made by American exporters of canned foods is to try to force upon the market goods which national habits and tastes do not demand. Many exporters seem to imagine that if the American people like a certain article of food all other people must like it, and that if foreigners have not consumed the food heretofore, the only thing necessary to get them to use it is to bring it to their attention. This is a wholly erroneous idea.

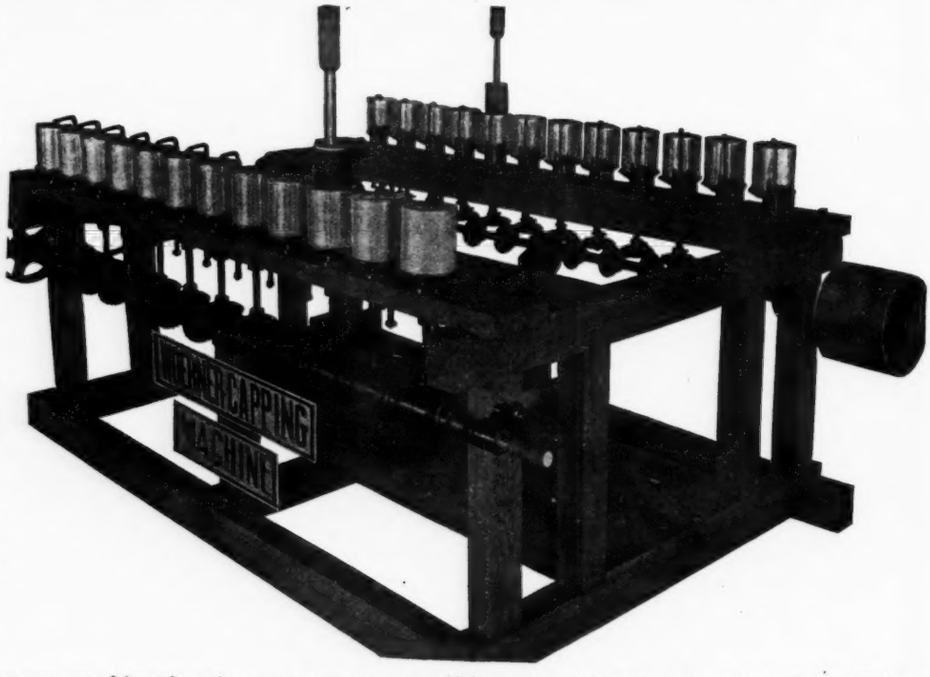
As an illustration, canned corn may be cited. The American people are accustomed to fresh sweet corn as a staple article of food every summer, and with a taste acquired in this way canned sweet corn follows as a natural necessity in the winter and spring. With the English, however, the situation is radically different. Corn is not raised here, and only an infinetesimal minority of Englishmen have ever eaten fresh sweet corn. They accordingly have acquired no taste for it. To try to force canned sweet corn as an article of diet on such a people is a pure waste of money and energy. It will probably never succeed to any extent.

Still another mistake is the way in which American exporters of canned foods place their goods on the market. The attractive features which go so far in America to promote the sale of canned fruits and vegetables are often lacking. I have seen scores of store windows in Hull filled with displays of canned goods, but in all I have not seen twenty glass jars of preserved fruits or vegetables. They were almost invariably tin cans. A store window filled with a mass of tin cans with labels has nothing attractive about it. It does not please the eye or stimulate the taste, and it is simply so much dead weight. The inviting practice, so general in America, of displaying canned fruits and vegetables in glass jars where they can draw the attention of the public and promote sales is almost wholly neglected here. As a consequence, many people know little or nothing about canned foods because attention has not been drawn to them by the eye. It is, of course, more costly to import preserved foods in glass jars than in tins. The freight charges and the risk of breakage are greater, but surely it would pay to import a supply sufficient for store-window displays and for advertising.

Fruits are nowhere nearly so abundant in England as in the United States. The home production here is comparatively limited. Large quantities of fresh fruits are imported, and the demand is constantly growing. France sends tons of grapes in season, Italy sends oranges and America and Australia send apples. Canned fruits come almost wholly from France and the United States. The latter country has the greater abundance and the better class of fruits, and they need only to be placed before the public in the right way to command the market. But there must be intelligent discrimination shown or all efforts to reach the desired end will fail.

The English climate is damp aud the range of the thermometer is limited. These meteorological conditions have produced a taste for a stronger diet than Americans are accustomed to. Natural conditions cannot be changed, but adaptations can be made in catering to appetites so produced, and they must be if a profitable business is to be built up. The

THE WOERNER CAPPING MACHINE.



It is a power capper requiring less than one horse power to operate. Two half-grown boys, with no previous experience can cap from 12,000 to 20,000 3-pound cans per day.

Without any adjustment it will cap one and two-pound cans equally as well as three-pound cans, without risk or worry. It is always ready for work for a large or small quantity as desired.

It prevents strikes on capping in your factory, as any boy or man, with no knowledge of capping, can do the work as well as a professional.

When you receive the machine from the railroad company it is all ready to belt up and go to work. No guess coming from anyone.

It will do better work than any of the high priced machines. No machinist is required to keep it in running order, nor any high priced gas apparatus to run it, simply Clark's Oil System or gasolene pressure, nothing more.

It is not a new machine but a well tried capper. I have had it in use for twenty-seven years, making the necessary improvements from time to time. I am therefore able to give you the benefit of my own practical experience for this length of time.

It requires no one to look after it, as it can not get out of order and will last a lifetime.

It will cap your cans, any size opening, at an expense of less than three cents per 100 cans. This expense is less than any other capper will show.

It requires four and a half by seven feet of floor space. It has a tight and loose pulley, and should run at a speed of about sixty, and not over seventy, revolutions.

It is the cheapest and best capper now on the market, costing $300, F. O. B. cars, Liverpool, N. Y. We have two of the cappers in use ourselves, and now we have one on hand to ship. We will always keep from one to three on hand to avoid disappointment in shipping.

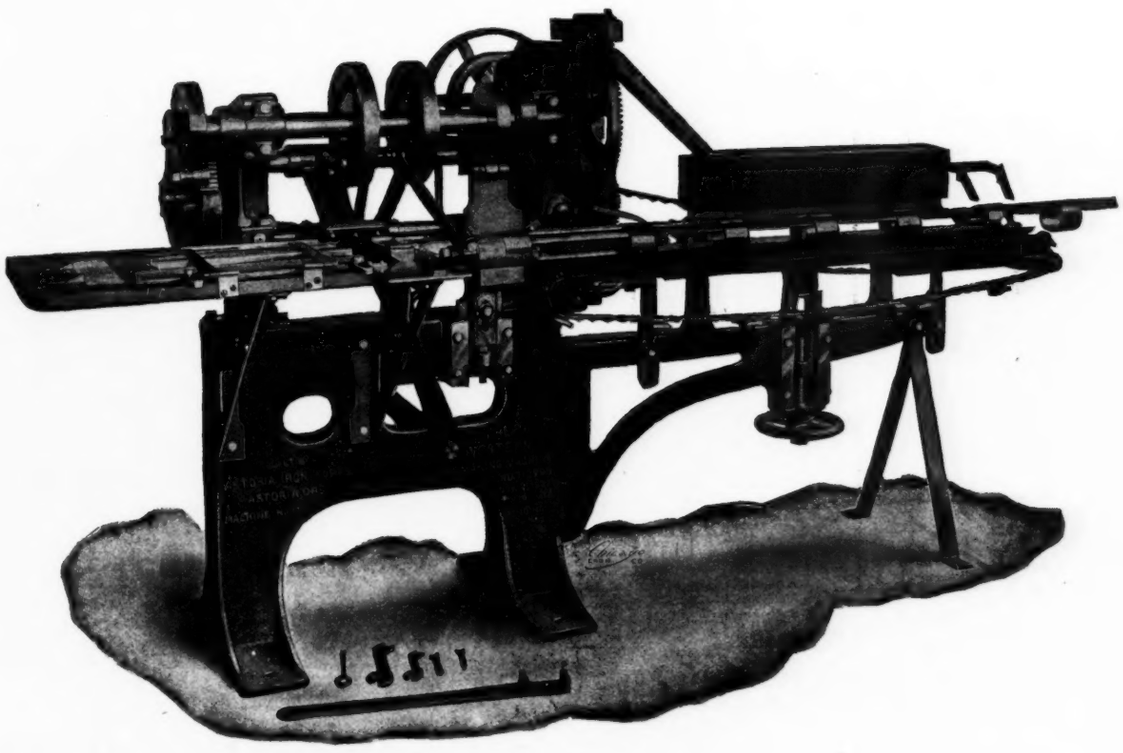
DAVID C. WOERNER, Liverpool, N. Y.

S. O. RANDALL,
416 Marine Bank Bldg., Baltimore,
Southern Agent.

WESTERN

LOCK SEAM CAN-MAKING MACHINE

FREE FROM ALL PATENT LITIGATION.



High-Speed Automatic Can-Making Machinery,

Lock Seam Body Machines,

Headers, Crimpers, Floaters, Testers.

The Western Can-Making Machinery Company,

Stiles-Morse Co., Agents,

65 W. Washington St., - - Chicago, Ill.

peach cannot be grown to any extent on account of the cool, moist climate. No such tomatoes can be produced here as are common in America; the reason is that there is not the abundance of sunlight and the hot days necessary to dissolve their acids. The few peaches grown are tasteless and the native tomatoes are acrid. There is a market for both these foods in this part of England. It is true they cannot be carried far in a fresh state, and the distance from here to America may make their sale prohibitive under present conditions. But both can be preserved, and, if presented rightly to the public, they ought to meet a ready sale.

Here is good, sound wholesome advice, worthy the attention—and what is better—the observance of every packer. In a word, it is the injunction to pack quality and not quantity, if you expect to make the goods popular in Europe, and this does not only apply to export trade; it should be applied to our home trade. This year of all years is this most important, but it is important every year.

The answering echo will be: "But there is a demand and a market for low-grade goods." This cannot be denied, and must be filled, but let such goods go out in their true colors, and not masquerading as the finest goods to bring future low prices and ruin on the whole market. There is much food for thought in Consul Hamm's advice, and a little sense exercised now—when first impressions—the most important—are being made, will result in dollars later on.

WANTED.

A Man to dispose of the catch of Fish of twelve large seines working Shrimp.

McILHENNY CANNING & MFG. CO.
Avery Island, La.

FOR SALE.

3 large Wooden Water Tanks.

L. SONNEBORN SONS,
801–809 South Wolfe street,
tf Baltimore, Md.

SOLE AGENTS IN THE EAST FOR
The Sprague Canning Machinery Co.

GEO. E. LOCKWOOD, 308 CHESTNUT STREET, Philadelphia, Pa.

"Hawkin's" Continuous Capper,
"Jersey Queen" Filler,
Model "M" Corn Cutter,
Corn Cookers, Silkers,
and all
MACHINES FOR CANNING PURPOSES.

A 608 page Catalogue for the asking.

It it is used in a Canning Factory I Sell it.

Cans, Shooks, Solder, Crates, Climax Flux, "Lockwood" Gas Machines. Tools, and Etc., Etc.

SECOND HAND CANNING MACHINERY.

Dont worry, ask me, I'll get it for you.

My Motto:—
The Buyer Must be Satisfied.

Kraut Manufacturers' Attention

Reduced Prices of

CORE CUTTERS FOR 1905

Every Kraut Manufacturer should have one.
Saves 15% of your Cabbage.
Gives the Kraut a better Flavor.

Made in Two Sizes at Reduced Prices

So that Every Kraut Manufacturer Can Afford To Use Them.

You can't make good Kraut without it.

Two New Sizes
OF
Kraut Cutters
at Reduced Prices.

Write for Catalogue.

JOHN E. SMITH'S SONS CO.,
BUFFALO, N. Y. U. S. A.

The Eby Tomato Corer and Pineapple Eye Remover.

Just what the Canners have been looking for, cuts the core and eyes out core shape, does the work neatly and fast; saves fruit, labor and money.

Price per dozen, - $6.00

Price for one by mail, post paid 75c

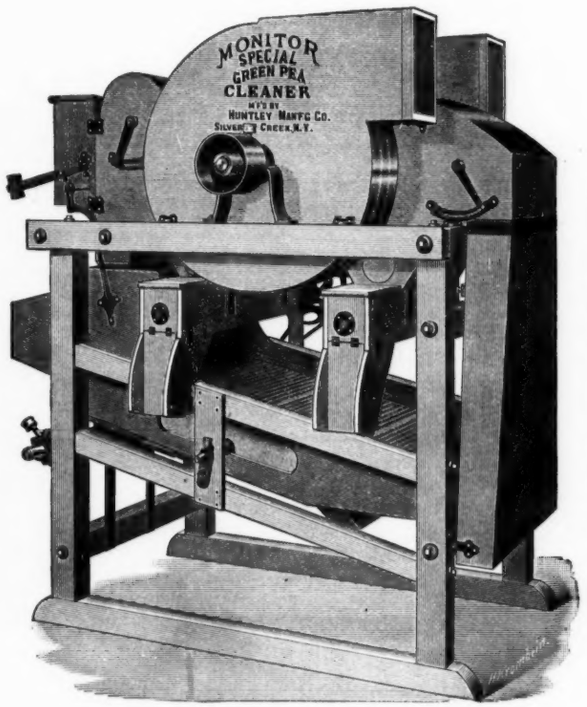
Address all orders to

P. J. EBY,

TROTWOOD, O.

Read this Indorsement

As to the Superiority of the Monitor Green Pea Cleaner then send for more complete imformation.



UTICA, N. Y.

Huntley Mfg. Co., Silver Creek, N. Y.

Gentlemen:–Replying to your favor of the 12th, relative to our opinion of your Monitor Green Pea Cleaner, we are pleased to advise that we have 5 of these machines in operation, and we do not see how we could get along without them. They do their work absolutely perfect and we have never had any trouble at all.

Yours very truly,

KIRKLAND CANNING CO.

Testimonials such as the above do not come from concerns unless they are absolutely satisfied. We claim and our claims are substantiated by every user of the Monitor Green Pea Cleaner—That there is no machine on the market its equal.

If you desire an absolutely clean product, a product free of split peas, pieces of pods, stems etc. you MUST install this Machine to have it, for no Pea Cleaner built will remove such a high percentage of these substances as the Monitor.

Write today and we will send our complete catalogue of machines we make for canners. Each and every machine is a money maker: some by increasing output at same expense—others reducing expense with same output—others increasing percentage of perfect product.

Huntley Manufacturing Co.,

SILVER CREEK, N. Y.

CORRESPONDENCE.

Future Tomatoes Strong—Peas Improving—String Beans Firmer—Blackberries Being Packed—Good Jobbing Demand for Peaches.

BALTIMORE, July 1, 1905.

Tomatoes.—In the tomato line the market on No. 3 standards has been the centre of attraction. All the 65c. goods have been cleaned up, apparently, and, while there has not been any very active demand at 67½c., yet the inquiry is large; there is some buying, and it looks as though the demand will increase. From all we can learn the advance is a substantial one, and there is no reason to believe that it will be folowed by any reaction. Of course, nobody knows anything about the "gay and festive" tomato They have often advanced and then declined within a few days, and naturally buyers are not easily scared. The situation at present, however, is like this: There is no question but that the small packers scattered throughout the country who were compelled to sell tomatoes have been cleaned out pretty thoroughly, and the tomatoes which are now on hand in this section are in the hands of strong holders, and it looks as though they have the market well in hand. At 67½c. we could buy a fair quantity, but, as above stated, the tendency of the market at present is upward.

Future tomatoes are very strong. We could probably buy a few lots at 67½c. per dozen, less 1½% f. o. b. Peninsula, for good brands of No. 3 standards, but this is unquestionably an inside price. No. 2 standards for future delivery have advanced to 52½c. per dozen. The stronger market on spots is naturally having its effect on futures.

Peas.—As noted in our last week's circular, the situation on peas as far as buying is concerned is improving. We are having quite a good inquiry for seconds and standard peas.

String Beans.—The market closes somewhat firmer on No. 2 standard string beans, owing to the higher prices for raw stock. Most packers are asking 50c per dozen. We call your attention to No. 3's and gallon string beans, quoted at 67½c. and $1.95 per dozen. There is always a scarcity of these sizes, and, as a rule, it is difficult to get any after the packing season.

Blackberries.—The packing of these goods is now going on. The market this week is a liitle firmer.

Peaches.—We are having an excellent jobbing demand for the various grades of peaches for spot delivery. Standards are practically cleaned up in this market, though we might possibly fill a few orders at our price. Seconds, from present indications, will be pretty well exhausted before the new goods are ready. The inquiry for new packed peaches is excellent, but none of the Baltimore packers are now making prices and will not in all probability until they begin packing.

Yours truly, THOMAS G. CRANWELL & CO.

ABERDEEN, MD., July 1, 1905.

Conditions.—Either insects or cold nights have caused the holder of tomatoes to take to the cyclone-cellar, and to secure a block of this precious commodity, one has to stand upside down on tiptoes and then come out with only half order accepted, much like the position necessary to kiss the "Blarney Stone" at Blarney Castle by hanging from the top of the wall, head down. Verily the perversity of human nature—when nobody wanted tomatoes, so many hoped for advance. Now that the "hoped-for" has happened, sellers "are not."

With such conditions will the advance continue? Would it not be as well for the buyer and seller to get together at about present figures, and let us have a steady price on tomatoes for the coming year?

Thus overproduction would not follow so soon, and the temptation to water the stock might not be so entertaining, reliable packed goods should be in demand and fair profits to all should be accorded.

On this basis every one would be satisfied with their efforts, and happiness and prosperity prevail among all the trade in the mystic tomato.

Spot Corn.—Is also beginning to take notice. Would it not be well to look over your stocks? Statistics are good, but large estimates do not always keep prices below cost of production.

All our packers are sold out, excepting one small lot of extra fancy shoe peg at 65c. f. o. b.

Very truly yours STRASBAUGH, SILVER & CO.

Canadian Tin Plate and Sheet Steel Combination.

It has been announced that the promotors of the tin plate factory at Morrisburg have secured control of the Canadian Tin Plate and Sheet Steel Company, that Montreal and Toronto capitalists have become interested, and that the work will go on at Morrisburg. The capital stock will be $1,500,000. It will require 28 mills to turn out the sheet tin plate, etc., required, and there will be 3,000 operatives employed. Two hundred practical operatives will be brought from Wales to instruct the others. Mr. Lewis, of Cardiff, is interested and has the management. An oil-refining company will erect a tank, oil-can and barrel factory adjoining the works.—*John E. Hamilton, Commercial Agent, Cornwall, Ontario, May 27, 1905.*

THE NEW

CORNBLEACH

ARE YOU USING IT?

IF NOT, ADDRESS FOR PARTICULARS,

THE PRESERVALINE MFG. CO.,

41-43 Warren Street,
NEW YORK.

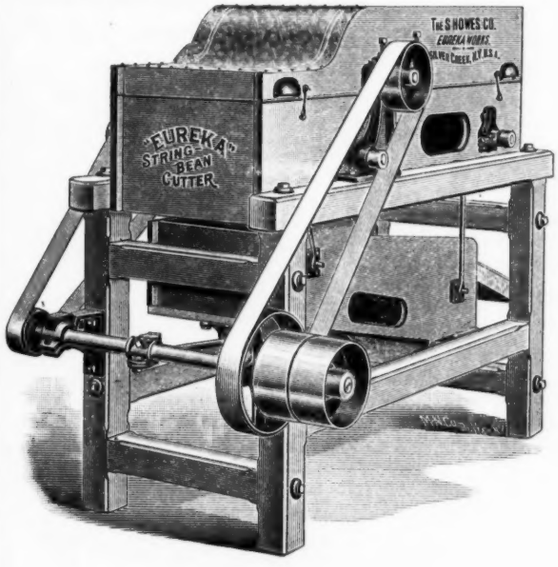
CHICAGO,
190 Michigan Street.

SAN FRANCISCO,
441-443 Third Street.

ESTABLISHED 1856.

EUREKA CANNING MACHINERY

The Most Complete and Up-to-Date Line. **Every Machine Guaranteed in Construction and Operation.**

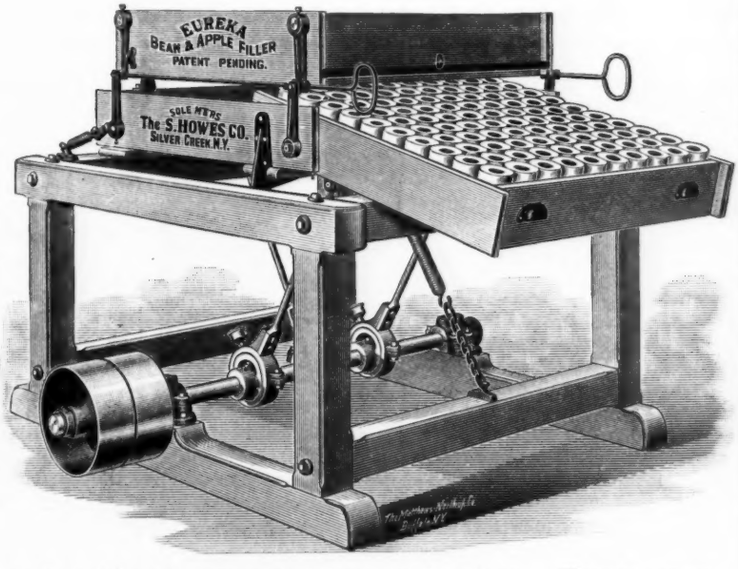


The "Eureka" String Bean Cutter

Cuts the Beans into absolutely uniform lengths and separates the small stem ends in passing over sieve in shaking shoe. The only complete machine of the kind. Unlimited capacity. Strong and durable. We sell this combined machine at the price of ordinary cutters. Trial allowed.

The "Eureka" String Bean Filler

Is built on the only correct principle. No chains, gears, sprockets or complicated parts to get out of order. Simple and durable in construction. Has large capacity. Fills cans accurately and will handle perfectly all small fruits and vegetables. Shipped on trial; satisfaction guaranteed.



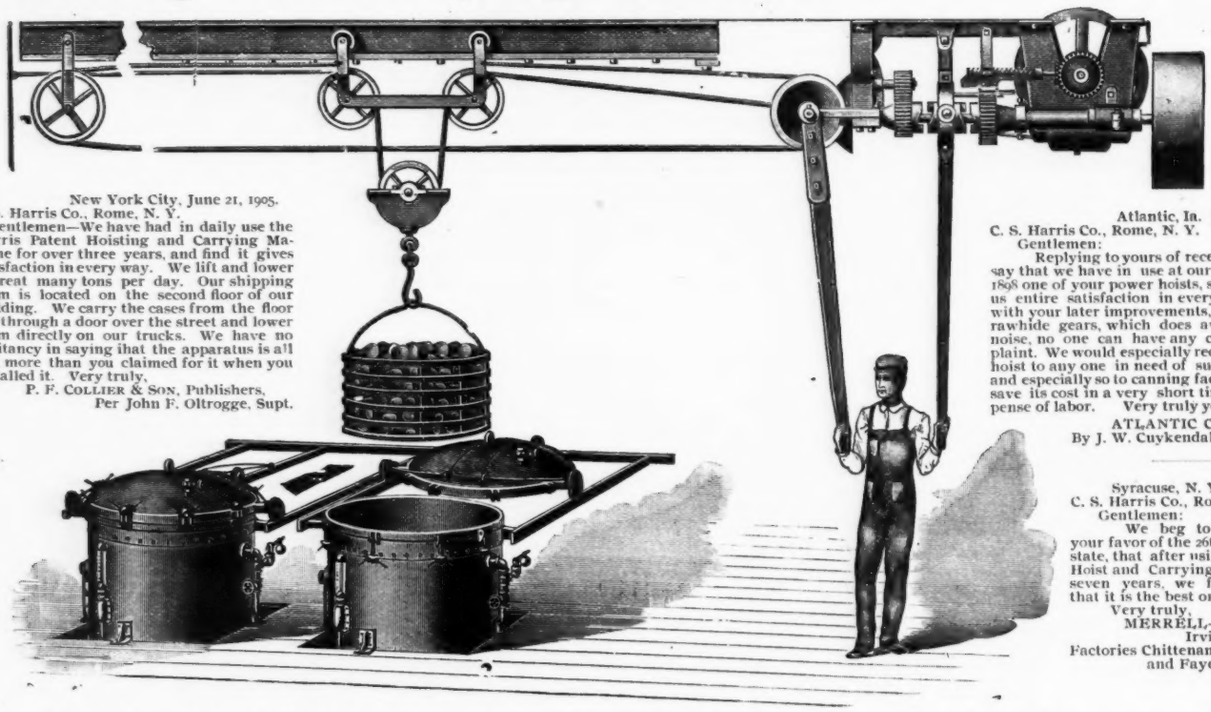
Write at once for our complete Canning Machinery catalogue and prices. Equip your plant with genuine "Eureka" machines. There is satisfaction in buying the best and they cost no more than others.

The S. Howes Company,

(INCORPORATED)

Eureka Works. *Silver Creek, N. Y.*

The Harris Patent Power Hoisting and Carrying Machine



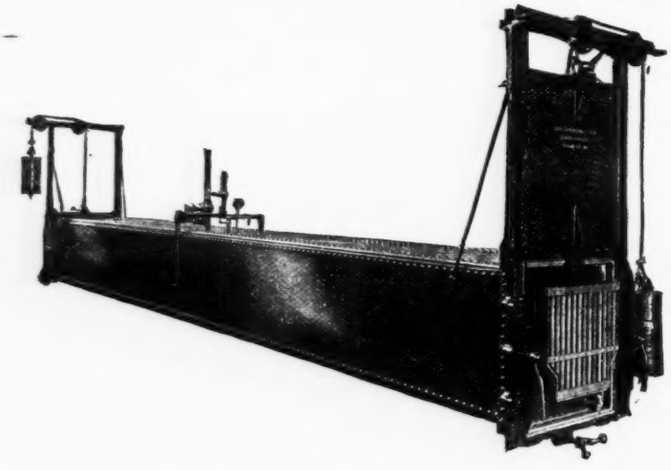
New York City, June 21, 1905.
C. S. Harris Co., Rome, N. Y.
Gentlemen—We have had in daily use the Harris Patent Hoisting and Carrying Machine for over three years, and find it gives satisfaction in every way. We lift and lower a great many tons per day. Our shipping room is located on the second floor of our building. We carry the cases from the floor out through a door over the street and lower them directly on our trucks. We have no hesitancy in saying that the apparatus is all and more than you claimed for it when you installed it. Very truly,
P. F. COLLIER & SON, Publishers,
Per John F. Oltrogge, Supt.

Atlantic, Ia. Jan. 12, 1905.
C. S. Harris Co., Rome, N. Y.
Gentlemen:
Replying to yours of recent date would say that we have in use at our factory since 1898 one of your power hoists, same is giving us entire satisfaction in every respect, and with your later improvements, especially the rawhide gears, which does away with the noise, no one can have any cause for complaint. We would especially recommend your hoist to any one in need of such machinery and especially so to canning factories. It will save its cost in a very short time in the expense of labor. Very truly yours,
ATLANTIC CANNING CO.
By J. W. Cuykendall.

Syracuse, N. Y., Dec. 28, '04.
C. S. Harris Co., Rome, N. Y.
Gentlemen:
We beg to acknowledge your favor of the 26th, and wish to state, that after using the Harris Hoist and Carrying Machines for seven years, we feel confident that it is the best on the market.
Very truly,
MERRELL-SOULE CO.
Irving S. Merrell.
Factories Chittenango, N. Y.
and Fayetteville, N. Y

C. S. HARRIS COMPANY, - ROME, N. Y.

Oyster Steam Box



With Improved Sliding Doors, doing away with the hinged tracks, giving increased service.

EDW. RENNEBURG & SON,

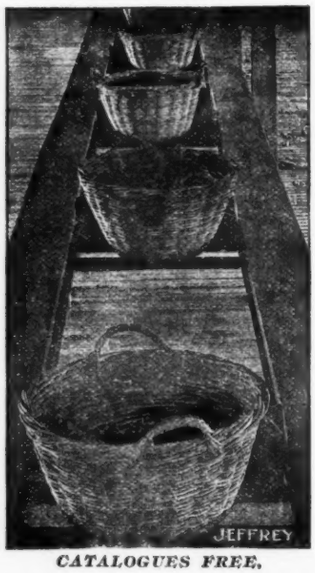
Machine and Boiler Works,

1917 AND 1919 ALICEANNA STREET,

Baltimore, Md.

Jeffrey Machinery
—FOR—
CANNERS AND PACKERS
—*INCLUDES*—

Conveyors for Crates, Boxes and Baskets Endless Apron Carriers.



Peeling Tables, Basket, Package and Barrel Elevators, Chain Belting

CATALOGUES FREE.

THE JEFFREY MANUFACTURING CO.
COLUMBUS, OHIO.

New York. Chicago. Pittsburg. Denver. Knoxville. Charleston, W. Va.

FOR SALE.

The following machinery, in perfect running order, is offered at bargain prices:

1 Crosby Lock Seamer, with equipment for two and three pound cans.

1 Crosby two pound Header.

1 Crosby Rotary Crimper for two pound cans.

1 Crosby Rotary Crimper for three pound and gallon cans.

1 Crosby Invertible End Soldering Machine.

1 U. I. D. Co. Header for two and three pound cans.

1 Conant Double Cooker.

3 1893 pattern Sprague Corn Cutters.

1 Stevens Tomato Filler.

2 Springfield No. 3 Gas Machines.

For particulars, address,

S. F. SHERMAN,

Utica, N. Y.

OUR

SOLDER Is made to suit our customers and we please all.

WIRE, BAR AND DROP SOLDER.

ALSO

Acid, Spelter & Soldering Irons.

S. JOHANCEN & COMPANY,

737 EAST PRATT STREET

BALTIMORE, MD.

A Canner's Trust

has to be placed in the machinery and appliances he uses, therefore a fhrifty packer will look up these now and see that they are all in good working order, and that he is well supplied.

We can Supply the Stock of

Crane Fixtures, Crates, Fixtures, Fire Pots, Burners, Valves, Furnace Doors, Grate Bars, Gasoline and Air Tanks, Jacket Kettles, Scalding Baskets, Steam Gauges, Trucks, Fruit knives and Parers, Capping and Tipping Coppers, Hand Cappers, Steels, etc., all at lowest prices. And

Tomato Scalders. Process Kettles. Order at Once

A. K. ROBINS & CO.

(S. M. SINDALL.)

AGENTS FOR

King, Queen,

Moore & Bristols,

and Stevenson,s

TOMATO FILLERS.

726 E. PRATT ST., BALTIMORE, MD.

Every time you see this advertisement we want you to think of FLUX.

And every time you think of FLUX, we want you to remember that

EUREKA SOLDERING FLUX

Is the Best and Most reliable.

The Safest and Most Economical.

The Purest and Cheapest.

Our booklet tells how and why. Send for it today. Better still, send an order for a hundred pound keg.

GRASSELLI CHEMICAL CO.

CLEVELAND, OHIO.

Overtime Don't Pay.

Have your cook-room finish early—not work half the night.

The Continuous Line—

Syruper, Exhaust Box, Capper, Cooker and Cooler,

will save you all overtime, space, worry, and its cost in a short time.

"IT'S THE FINEST EVER."

E. J. JUDGE,

Canning Machinery,

17-19 Fremont Street, ***San Francisco.***

BALTIMORE CANNED GOODS MARKET.

REPORTED BY BROKERS.

F. O. B. Baltimore. Country Goods, F. O. B. Cannery.

UNLABELED GOODS ABOUT 2½c. LESS.

APPLES.

	Cash.		Regular.	
Standard 2s	$		50	
" 3s			57½	70
" Gallons			1 65	1 90

BAKED BEANS.

Lunch 1s	$		31	42
" 2s			40	70
Tall 2s			40	70
" 3s			55	90

BEANS.

Green String 2s	$		50	75
" " 3s			75	90
" " Gallons			2 00	2 25
White Wax 2s			45	65
" " 3s			80	90
" " Gallons			1 75	2 00
Refugee 2s			80	
" Extras, 2s			1 25	1 50
Green Lima 2s				90
" " small 2s				1 25

BERRIES

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 2 Standard Strawberries	$		57½	
" Extra Fancy Preserved Strawberries			1 20	1 25
No. 1 Ex. Pres. Strawberries			75	
" 2 Standard Raspberries			70	
" Ex. Pres. Red Raspberries			1 20	
" Standard Blackberries			60	
" 3 " "				
" 2 Extra Blackberries			1 20	
" " Fancy "				
" Standard Gooseberries			72½	
" " Blueberries			65	

T. J. MEEHAN & CO., Brokers, Baltimore.

Blackberries, 2s	$		60	65
" " Pres			80	85
Blueberries, 2s			62½	65
Strawberries, 2s			55	60
" Preserved 1s			75	80
" " 2s			1 15	1 30
" Gallons			2 75	3 00
Gooseberries, 2s			70	75
Raspberries, Red 2s			67½	70
" " " Preserved			1 00	1 10
" Black 2s			67½	70
" " " Preserved			1 00	1 10

CHERRIES.

Red 2s	$		55	60
White 2s			90	1 10
Extra White			1 20	1 25

CORN.

T. J. MEEHAN & CO., Brokers, Baltimore.

No. 2 Full Standard, Shoepeg	$		55	60
" New York or Maine Style			55	70
" Seconds, Soaked				
" Standard, Evergreen			50	55

J. L. ROWLAND & CO., Brokers, Baltimore.

No. 2 Full Standnrd, Moist Pack	$		52½	60
" New York or Maine Style			65	75
" Seconds				

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 2 Standard Sugar Corn, Harford Co.	$		50	
" " " Dry Packed			65	
" Ex. Sugar Corn, fine qual., dry pk'd.			85	

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 2 Full Standard, Moist	$		55	57½
" New York or Maine Style Dry Pack			55	60
" Seconds " " "				52

CORN AND TOMATOES.

No. 2	$		65	
No. 3				

OKRA.

Standard 2s	$			70
" 3s				90

OKRA AND TOMATOES.

No. 2	$		57½	60
No. 3			70	75

OYSTERS.

2s, 4 Ounce	$		75	
1s, 5 "			80	90
1s, 8 "			1 40	1 45
2s, 10 "			1 50	1 65
1s, Light Weight			42½	47½
2s, Light Weight				
1s, Lunch Tins				
1s, 6 Ounce Selects				
2s, 12 " "				

OYSTERS—Continued.

T. G. CRANWELL & CO., Brokers, Baltimore.

	Cash.		Regular.	
No. 1 Extra Lunch	$		1 60	
" 2 "				
5 oz. No. 1 Standards				75
10 " " "				1 50
5 oz. Standards, tall cans			77½	
10 " " "			1 47½	
4 oz. No. 1 Cove			70	
8 " 2 "			1 40	
No. 1 Light Weights			45	
" 2 " "			85	

PEARS.

Bartlett 2s	$	65		
" 3s		75		
Extra Bartlett 2s				
" " 3s				

PEACHES.

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 3 Standard, Yellow	$		1 60	1 70
" Seconds, "			1 .5	1 20
" Pie Unpeeled			72½	80

T. J. MEEHAN & CO., Brokers, Baltimore.

3-lb. Extra Standard Yellow Peaches	$		1 50	1 60
3-lb. " Selected " "			1 65	1 75
No. 3 Standard, Yellow, country packed			1 50	1 55
" Seconds, Yellow			1 15	1 20
" " White			1 10	1 15
2-lb. " Peaches			85	90
No. 2 Standard, Yellow				
" " White			1 10	1 15
Gallons, Pie				2 75
3-lb. Pie			75	80

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 3 Pies, Unpeeled	$		75	
" " Peeled			1 00	
Gallon Pies, Unpeeled			2 60	
" " Peeled			3 75	
No. 2 Seconds, White			80	
" " Yellow			85	
No. 3 Seconds, White			1 10	
" " Yellow			1 15	
No. 2 Standards, White			95	
" " Yellow			1 00	
No. 3 Standards, White			1 40	
" " Yellow			1 45	
" Ex. Selected, Yellow		1 60	1 75	

PEAS.

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 2 Early June, Full Standard	$		70	75
" " " Sifted			85	90
" " " 2ds, labeled Standard			55	60
" Soaks			40	45
" Seconds			55	60
" Marrowfat, Full Standard			65	70
" Extra Sifted			1 10	1 35
" Petit Poi			1 45	1 75

T. G. CRANWELL & Co., Brokers, Baltimore

No. 2 Second Marrowfat	$		55	
" Standard " White			65	
" Second Early June			55	
" Standard "			65	
" Extra "			75	
" Sifted "			90	1 00
Ex. Sifted "			1 25	1 40
Ex. Fan. Sf'd " Petit Pois			1 60	1 75

PINEAPPLE.

Standard 1s, Eyeless and Coreless			75	80
" 2s, " "			1 00	1 10
Extra 1s, Cocktail			85	90
" 2s, "				
" 1s, Grated			85	90
" 2s, "			1 80	1 90
Extra 1s, Eyeless and Coreless				
" 2s, "			1 50	1 60
" 1s, Grated				
" 2s, "			1 55	1 65
Preserved 2s, Eyeless and Coreless			1 80	1 90
" " Grated			1 80	1 90
Seconds 2s, Sliced			70	90
Pie Grated 3s				70
Pie Grated, Gallons			2 10	

T. G. CRANWELL & CO., Brokers.

No. 2 Seconds, Not Eyeless	$		70	
" " Eyeless and Coreless			85	
" Standards, Not Eyeless			90	
" " Eyeless and Coreless			1 00	
" Ex. " "			1 30	
No. 1 Ex. Fancy Sliced, Eyel's & Corl's			90	
" " Grated			90	
" " Cocktail			90	
No. 2 Extra Fancy Grated			1 75	
No. 3 Pie Grated, in Water			65	
" " in Syrup			70	
Gallon " in Water			1 80	
" " in Syrup			1 90	

TOMATOES.

	Cash.		Regular.	
T. J. MEEHAN & CO., Brokers, Baltimore.				
No. 3 Full Standards	67½	.....	70	.....
" Seconds	60	.....	62½	.....
No. 2 Full Standards	.....	.....	55	.....
" Seconds	.....	.....	50	.....
Gallons, Standard	1 70	.....	1 75	.....
J. L. ROWLAND & BRO., Brokers, Baltimore.				
No. 3 Full Standard	65	70	.....	.....
" Seconds	60	62½	.....	.....
No. 2 Full Standard	50	52½	.....	.....
" Seconds	45	50	.....	.....
H. H. TAYLOR & SON, Brokers, Baltimore.				
No. 3 Full Standard	.....	62½	65	67½
" Seconds, Labeled Standards	.....	.....	60	62½
No. 2 Full Standards	.....	.....	55	.....
" Seconds, Labeled Standards	45	.....	.....	47½
T. G. CRANWELL & CO., Brokers, Baltimore.				
No. 2 Standard Tomatoes	57½	.....	.....	.....
" 3 " "	70	.....	.....	.....
" 3 Ex. Select Tomatoes, Tall Cans	95	.....	.....	.....
" 3 Second Tomatoes	62½	.....	.....	.....
" 2 "	.....	.....	.....	.....
Gallon Standard Tomatoes	1 85	.....	.....	.....

NEW YORK CANNED GOODS MARKET.

(Reported by Special Correspondence.)

APPLES—Gallon New York State	2 00 @	2 25
" Maryland gallons	.....	1 90
APRICOTS—California Standards 2½s	.....	1 60
ASPARAGUS—Oyster Bay	3 75	4 00
" 3-lb. Tips	2 50	3 00
BEANS—No. 2 Lima	1 00	1 25
" No. 2 String, Southern	65	67½
" Baked, No. 3	72½	75
" N Y. String, 2s	1 00	1 50
CORN—No. 2 New York State	80	85
" " Maine	1 05	1 10
" " Southern	77½	80
" " Western, 2s	75	80
LOBSTER—Flats, ½-lb	1 85	2 05
" flats, 1-lb	3 50	3 75
OYSTERS—5 Ounce Standards	82½	92½
" 2-lb. 10 Ounce	1 55	1 75
PEACHES—2½-lb. Standard, California Yellow	1 65	1 70
" 3-lb. Extra, California Yellow	2 45	2 50
" Southern Standard 3s	1 20	1 45
PEARS—California 2½-lb	1 50	1 75
PEAS—No. 2 Early June Extra Sifted	1 35	1 50
" " " " Sifted	1 05	1 20
" " " " Standard	75	80
" " " " Seconds	60	65
PINEAPPLE—No. 2, Eyeless and Coreless, Extra	1 75	1 85
" " Grated	1 75	1 90
" Standards	1 20	.....
" Gallon Pie, Grated	2 10	2 50
PUMPKIN—No. 3	50	65
" Gallon	2 00	.....
SALMON—Columbia River talls, 1-lb	1 65	1 75
" " " flats, 1-lb	.....	1 85
" " " ½-lb	1 12½	1 15
" Alaska Red, talls, 1-lb	1 15	1 23½
" Medium Red, talls, 1-lb	1 05	1 07½
" Chums, talls, 1-lb	.....	.....
" Sockeye, flats, 1-lb	.....	.....
" " talls, 1-lb	1 60	1 67½
" " flats, ½-lb	1 15	1 20
" Alaska Pink, talls, 1-lb	.....	85
" Cohoes, talls, 1-lb	1 05	.....
" Cohoes, flats, 1-lb	1 15	1 17½
STRAWBERRIES—Gallons	4 25	.....
SUCCOTASH—Maine pack, 2s	80	85
" other pack, 2s	75	80
TOMATOES—No. 2 Standard Maryland	60	6,
" No. 3 " "	70	72½
" No. 3 " New Jersey	.....	75
" Gallons, Maryland	1 95	2 10
" Gallons, Jersey	2 00	2 25

CANS AND CANNERS' METALS.

F. O. B. BALTIMORE, MD.

CANNERS' AND PACKERS' SOLDERS.

	½x½	9x10	8x10
Drop and Bar			
Wire Coil	$ 18	17	16
Wire Segments	18½	17½	16½

CANS.

AMERICAN CAN COMPANY.

No. 1 S. H	$10 00 per thousand.
No. 2 S. H.	13 00 "
No. 2 P. H.	13 50 "
No. 3 P. H.	17 00 "
Gallon P. H.	42 50 "
No. 3 Jersey P. H., Standard,	18 00 "

SOLDER HEMMED CAPS.

S. H. $ .85 P. H. $1 30 P. A. H. $1 70 per thousand

INDEPENDENT PRICES.

No. 1.	2 S. H.	2 L. H.	3 Stand.	Gallons.
$9.50	$12.50	$13.00	$16.50	$40.00 per thousand

SOLDERING COPPERS MATERIALS, ETC.

Canmakers' Coppers	$ 24	.....	.....	.....
Carboys	1 50	.....	.....	.....

TIN PLATES.

I. C., 14x20, Charcoal Alloway	$	.....	.....	.....
I. C., 14x20, 107 lbs. Bessemer Steel	3 83	.....	.....	.....
I. C., 14x20, 100 lbs. Bessemer Steel	3 71	.....	.....	.....
I. C., 13½x19½, 95 lbs. Bessemer Steel	3 50	.....	.....	.....
I. C., 13½x19½, 90 lbs. Bessemer Steel	3 45	.....	.....	.....
I. C., 14x22, 110 lbs. Bessemer Steel	.....	.....	.....	.....
I. C., 14x22, 100 lbs. Bessemer Steel	4 01	.....	.....	.....

PIG TIN.

	5 to 10 tons	1 to 4 tons		
Straits	$31 15	31 25	.....	.....
Malacca	31 15	31 25	.....	.....

PIG LEAD.

Omaha	$ 4 75	4 85	.....	.....

Standard Sizes for Cans.

	DIAMETER.	HEIGHT.
No. 1 Cans	2 11-16 in.	4 in.
No. 2 Cans	3⅓ in.	4 9-16 in.
No. 2½—California	4 in.	4¾ in.
No. 3 Cans	4 3-16 in.	4⅞ in.
No. 6 Cans, to contain double the quantity of No. 3		
No. 10 Cans, (Gallons)	6¼ in.	6⅞ in.

All outside measure at largest parts.

MACHINE vs. HAND PEELING.

Stop and compare the benefits of the one as against the other. The machine peeled look finer; make a higher grade; more fruit per ton. Sanitary, being perfectly sterilized. Three hands will peel 1,000 boxes per day. I have the sole right to manufacture.

E. J. JUDGE,
17 & 19 Fremont St., San Francisco.

NATIONAL CAN CO.

Oyster, Fruit and Vegetable

CANS

STANDARD SIZE AND QUALITY.

CAPACITY: 100,000 PER DAY.

ONLY THE BEST COKE TIN PLATE USED IN MAKING CANS.

GET OUR PRICES BEFORE BUYING.

United States Cipher Code.

121 N. Caroline Street,
Baltimore, Md.

HEYDEN SUGAR CRYSTALS

NOT a PRESERVATIVE, but a SWEETENER.

PURER, CLEANER, MORE HEALTHFUL, CHEAPER AND BETTER TO USE THAN CANE SUGAR.

WRITE FOR AUTHORITIES.

Branches: Boston, Chicago, Philadelphia, Providence, Montreal, Hamilton, } Canada.

LOCAL WESTERN AGENT:
E. E. MANHARD, - Waterloo, Iowa.
LOCAL SOUTHERN AGENT:
R. C. GRIFFITH & CO., Baltimore, Md,
LOCAL N. Y. STATE AGENT:
W. H. SMITH. - Le Roy, N. Y.

A. KLIPSTEIN & CO.,
122 Pearl Street,
NEW YORK CITY.

THE LARGEST CANNERS USE

PERFECTION SOLDERING FLUX

PERFECTION TOMATO COLORING	PERFECTION STRAWBERRY COLORING	PERFECTION BEET COLORING

WE MAKE COLORING FOR SUGAR BEETS, FRUITS BERRIES, Etc. SAMPLES FREE.

BALTIMORE CHEMICAL COMPANY,

Write for particulars regard coloring etc. 400-401 MARINE BANK BLDG., BALTIMORE, MD.

ESTABLISHED 1870.

MAIER'S EXCELSIOR SILVER LACQUER

Just what you want for rusty cans.

Will cover rusty spots and bring your cans back to their original color and your goods will look like fresh packed.

PUT UP IN 1, 2, 3, 5 AND 10 GALLON CANS.

JOHN G. MAIER'S SONS,
MANUFACTURERS OF
LACQUERS AND PAINTS,
ALL COLORS.
STAINS, VARNISHES, ETC.
BALTIMORE, MD.

CANTON BOX COMPANY,
2501 to 2515 Boston St.,
BALTIMORE, MD.

Packing Boxes.

Made up or in Shooks. Cargo or Carload.

When in Doubt

whether it be of how to pack any special article, of the exact directions to put up anything in canned or preserved goods,

Consult

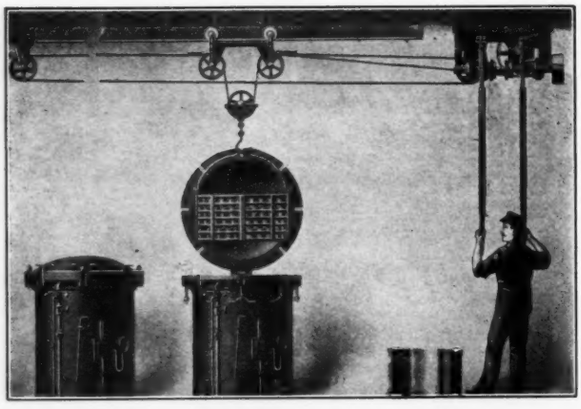
me, and I will give you the benefit of my years of experience in this line, and the charge will be very reasonable.

W. L. Hinchman,

26 Milton Ave., Baltimore, Md.

BETHLEHEM

BEST HOIST EVER BUILT.



Friction Clutches Throughout.
Sure Limit Stops. Greatest Daily Capacity.
MOST DURABLE.
No Hard Work For Operator.

MANUFACTURED BY

BETHLEHEM FOUNDRY AND MACHINE COMPANY,

SOUTH BETHLEHEM, PA.

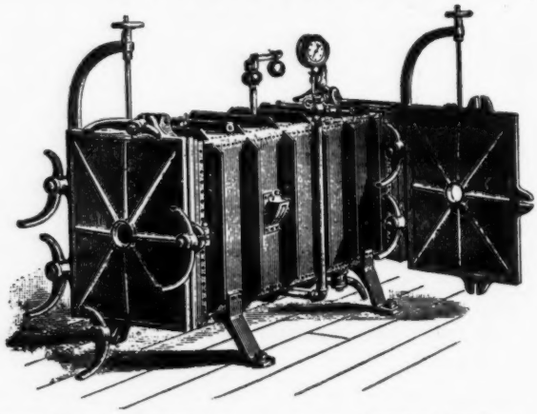
We are Specialists in Hoisting Machinery.

VANCE & BAKER MANUFACTURING CO.

MANUFACTURERS OF

CANNING MACHINERY

MUSCATINE, IOWA.



Standard Steam Boxes,
Upright Process Kettles,
Horizontal Kettles,
Open Vats,
Power Tomato Scalders,
Hand Tomato Scalders,
Double and Single,
Power Cranes,
Traveling Hoists,
Capping Machines,
Exhausters, Trays,
Factory Trucks,
Hoop Iron Crates,
Boilers and Tanks.

Workmanship the Best that Skilled Mechanics can Produce.

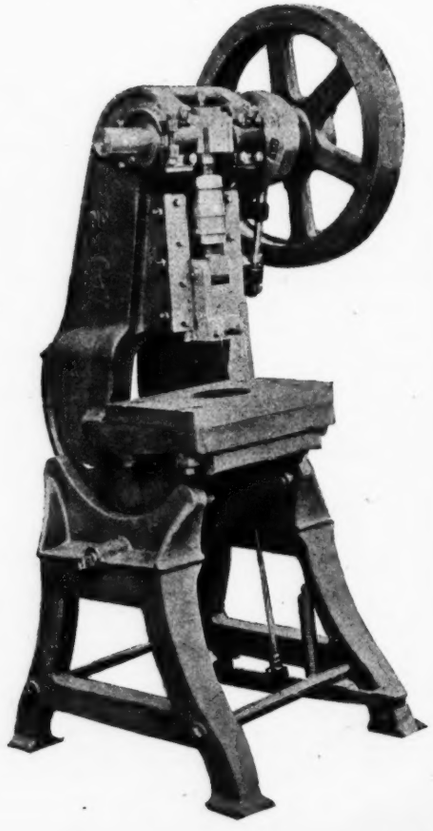
ESTIMATES FURNISHED ON SPECIAL WORK.

OUR CATALOGUE FOR THE ASKING.

STEVENSON & CO.'S INCLINABLE POWER PRESS

The cut shown herewith represents the Power Press manufactured by us. This Press can be worked either straight or on an incline. The bearings are bored and scraped true, the crank shaft is of forged steel; all parts are of the best material and workmanship.

WRITE FOR PRICES.



Stevenson & Co.,

601-607 S. Caroline Street,

Baltimore, Md.

EMPLOYMENT EXCHANGE.

Paid subscribers can use this column *Free* for securing either positions or hands. To all others the charge is 20c. per line, one time, or 50c. per line, monthly; cash with order. Where the address is care of THE TRADE, stamps should be sent for answers, as the P. O. requires renewed postage on such.

HANDS WANTED.

WANTED—Competent man experienced in salting Pickles and manufacturing Kraut. Must be honest, sober, well recommended and willing to work for moderate salary. Answer, Room 503, No. 42 River St., Chicago.

WANTED—Superintendent and manager of packing department of pickles and olives, steady posittion for right man. State where last employed and experience. Only thorougly experienced men need apply. Address "Spruce," care of The Trade.

WANTED—Man for Sauer Kraut factory and Pickles, Station near Chicago, moderate salary. Address, Union, care The Trade.

WANTED—A competent and experienced man for assorting and processing Pickles, to take charge of that branch. Steady employment to right man. Address, R. C. care The Trade.

SITUATIONS WANTED.

WANTED—Position as superintendent or processor. Thoroughly up-to-date in the full line of fruits and vegetables. Make a specialty of Maine and New York style goods. Reference, former two places of employment. Address, M, care of The Trade.

WANTED—Position as processor in first class plant packing peas, corn, beans, apples and tomatoes. Expert on Maine style corn and dry pumpkin. Will sign for moderate salary until January 1, if preference is given, after approval, for 1906. Western or southern factory preferred. Address, stating what you have to Western, care of The Trade.

POSITION WANTED—By experienced superintendent and processor, who understands packing of fruits and vegetables, also baked beans and sauer kraut, etc.; experienced in the manufacturing of high and low grade jams, jellies, preserves, and catsups, also the making of pulp for same. Understand the growing of canners' crops. Three years' experience on the road and at present control large trade in catsup, etc. Am strictly temperate and can furnish best of reference. Address G, care of The Trade.

POSITION WANTED—Being at liberty desire to engage with firm or corporation requiring services of manager or superintendent. I am also desirous after one year's approval, of getting an interest in the business, if possible. Can furnish refereuce if desired. Address X, care of The Trade.

Position Wanted—By a Practical Superintendent and Processor of 20 year's experience; can pack full line of fruits and vegetables; also, shrimp and oysters, baked beans, etc.; understand all the latest improved machinery for packing same. Address A., care of The Trade.

Notice to packers and canners---Your attention is called to the fact that the Superintendent Processors' Association furnishes you with first-class expert processors and superintendents free of charge, therefore, when you desire to make a change or are in need of a good superintendent or processor, kindly drop the Secretary a card or send stamps and he will furnish full particulars, so you can be placed in communication with several, and thereby select your own choice and make your own terms with them. For full particulars, address Wm. Smith, Secretary, Superintendent Processors' Association, care The Trade, Baltimore, Md.

WANTED—Position as Superintendent Processor; have had 13 years experience in Packing and Processing all kinds of fruits and vegetables. I am up-to-date in steam fitting and the installation, care and working of all the modern machinery used in a factory—in fact, can give plans and superintend the building of new plants complete; am a good manager of help, am strictly temperate and can give the best reference. Address, G. G. W., 612 East Grand River Street, Clinton, Mo.

Pickle and Preserve Manufacturer wants position as foreman or manager of pickle or preserve factory. Thoroughly up-to-date; thirty years' experience; good references; strictly temperate. Also understands canning. S, 284 South Union street, Grand Rapids, Mich.

Now at liberty to engage with reliable established firm as Superintendent or Manager for 1905. Expert Corn and Pea Processor. Over twenty years experience in packing all kinds of fruits, vegetables and meats. Can build plant and set up all machinery if necessary. Have successfully managed all classes of help. Can furnish as good references as any man in the business. Have connections with very best wholesale houses east and west, and can aid you in selling your goods and extending your business. If you are willing to pay for experience and reliability, let me hear from you. Address, "New York," care of THE TRADE.

Wanted—A Position as Superintendent in a Pickle and Preserving Works; have formulæ for making all grades of goods; understand steam fitting and machinery and can furnish good reference. Address M. J., care of The Trade.

Condensed Soup Chef. Makes highest grade and largest selling condensed soup on the market at present. Has had long experience and is thoroughly competent to make the goods and run the department. Would prefer to hear only from firms who would manufacture on a large scale. Address A. Z., care of The Trade.

WANTED—Expert Hawkins' Capper man, state salary and experience, steady employment until Nov. 1st., Address, The Sears & Nichols Co. Chillicothe, O.

WANTED—A Position as Processor, have had ten (10) years experience in packing and canning all kinds of fruits, tomatoes. beans and pumpkins. can give the best of reference. Address, A. C. A., Box 213 Delhi, Ontario, Can.

POSITION WANTED—By a processor, manager, equipper and promoter of canning factories, can manage farms growing raw material for the factory, thoroughly familiar with every detail and departmcnt and 20 years continuous experience in Baltimore, the West, North, South and Southwest, have all the processes used in the production of several brands of the most popular canned goods and refer to 15 factories successfully managed packing Oysters, Shrimp, Fruits, Vegetables, Etc. Address, Arnold care of The Trade.

WANTED—Position as superintendent processor. Acquainted with the latest and most modern machinery and the installation of same. My experience has been in the packing of fish, oysters, fruits and all kinds of vegetables. Over 20 years' experience. Moderate salary. Address, "Latest," care of The Trade.

POSITION WANTED—By processor and manager of 20 years experience, Can equip and manage all departments of factory or farm, good manager of help and familiar with all the latest and most approved machinery and methods. Corn, Peas and Baked Beans a specialty, also a full summer and winter line of fruits, vegetables, oysters, shrimp, etc. References from most progressive Canners. Address, Experience, 212 N.Gilmor St., Baltimore, Md.

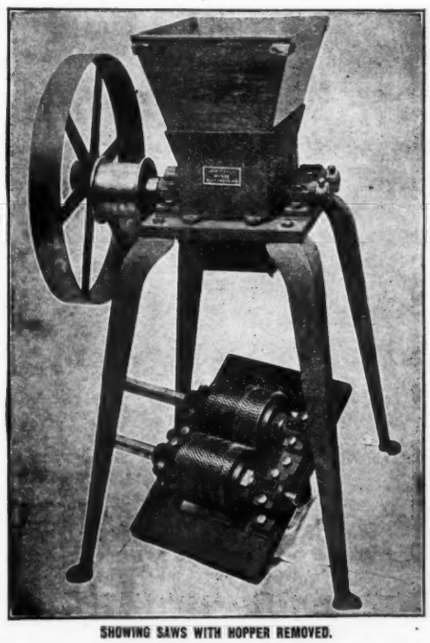
WANTED—Position as processor. My specialty is fruit preserving, Jelly making, compounding whole fruits syrups, and jams. Over 25 years experience. Address P. J. E. 310 S. Carlton Ave. Baltimore.

WANTED—Responsible position with canning factory of large capacity, preferably one which is operated all the year. Competent to take entire charge. Reference. Address, Alfred Bilderback, Genl. Delivery, Phila. Pa.

EDWARD GUDEMAN, Ph. D.
Consulting Chemist Chemical Engineer
LEGAL AND TECHNICAL EXPERT
Special Attention Given to Food Products and Beverages:
Candies, Canned Goods, Cereals, Distilled Liquors, Fats, Meats, Starches, Sugars, Vinegars, Waters, Colors, Preservatives, etc.
Suite 903-4 Postal Telegraph Bldg., Chicago, Ill.

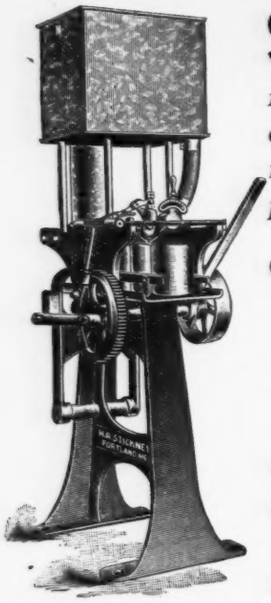
PINEAPPLE GRATER.

There are 75 saws in base of hopper, divided on two shafts and interlacing and running into one another. The hopper is made of white pine wood and the discharging schute is also lined with wood.
Capacity, the pack of any ordinary house.



SHOWING SAWS WITH HOPPER REMOVED.

The John R. Mitchell Company
Canning and Canmaking Machinery,
Foot of Washington St., Baltimore, Md. U.S.A.



SYRUPING MACHINE

instantly adjustible for any quantity while going, and feeding one, two or three pound cans.

Capacity Single Line, 25,000 daily
Price $125.00.

Double Line, Double Capacity.
Price $175.00.

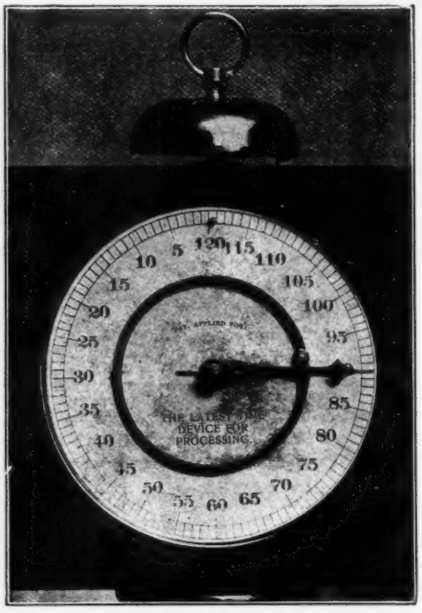
Special can filling machines for all purposes handling CONDENSED MILK, BAKED BEANS, FATS, OILS, MUSTARDS, &c., in round or square cans or glass jars.

New England agent for Sprague Canning Machinery Company's full line.

HENRY R. STICKNEY,
PORTLAND, ME.

The Newest Time Device for Processing.

NO MORE UNDERCOOKING.
NO MORE OVERCOOKING.
NO MORE ERRORS.



The Clock Will Tell You, and Keep You Right.

Simply turn the hand on the dial to the number of minutes the process calls for, and when that time is up the bell rings. Have placed orders with several of the large packers and would like to send them to every factory for trial, to be sent back if not entirely satisfactory.

DIALS MADE WITH 120 MINUTES.

Made by JOHN T. STAFF, Jr.
TERRE HAUTE, IND.

The Hastings Industrial Company,

79 Dearborn St., Chicago, Ill.

OUTFITTERS AND EQUIPPERS OF FRUIT AND VEGETABLE

Canning Factories.

Dealers in

Automatic Corn and Tomato Fillers,
Power Capping Machinery, Horizontal Retorts,
Traveling Hoists, Engines, Boilers,
Piping, Fittings, Belting, etc., etc.

You are solicited to correspond with us on anything pertaining to the canning line.

The South

Is the coming section of the country for all classes of woodworking industries. Its resources in desirable woods, both in quantity and variety, exceed those of any other section.

Factory Locations

Unequaled for stave, heading, box, fruit package and miscellaneous artiles made of wood may be obtained along the lines of the Southern Railway. *Refer to File No, 26325.*

M. V. RICHARDS,

LAND AND INDUSTRIAL AGENT,
SOUTHERN RAILWAY,
WASHINGTON, D. C.

BALTIMORE SOLDER WORKS.

A. SCHULTZ & CO.

FACTORY

1015, 1017 and 1019 EAST FAYETTE STREET.

Pig Tin, Pig Lead,
——Tin Plate.——

MANUFACTURERS OF

THE ONLY RELIABLE SOLDERS FOR CANMAKERS AND PACKERS.

EXCELSIOR SOLDERING FLUX.

The best Flux for soldering Tinware. It is especially desirable for Capping, as it is not poisonous and does not affect the goods if a few drops get in the can.

WIRE SOLDER.

Our Segment Solder is the Best Capping Solder ever produced, always giving entire satisfaction.

Capacity of Furnaces
——20,000 Pounds Per Day.——

The only establishment in the country where you can get everything needed for canmaking and packing business. Thirty years experience supplying the trade.

A. SCHULTZ & CO.,
Baltimore, Md.

THE CANNED GOODS EXCHANGE
OF BALTIMORE, MD.

246 S. BROADWAY.

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Counsel, JOHN C. ROSE. — Chemist, CHARLES GLASER.

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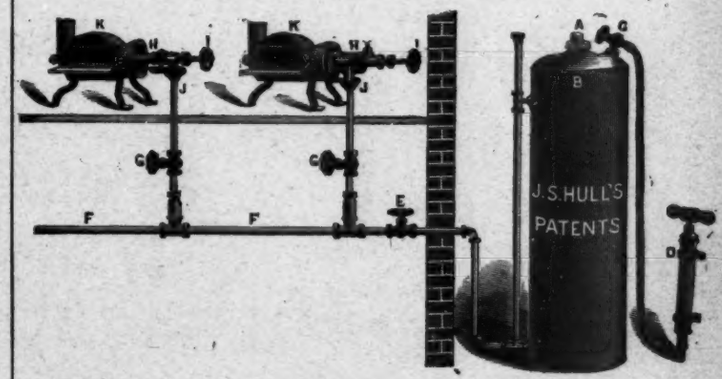

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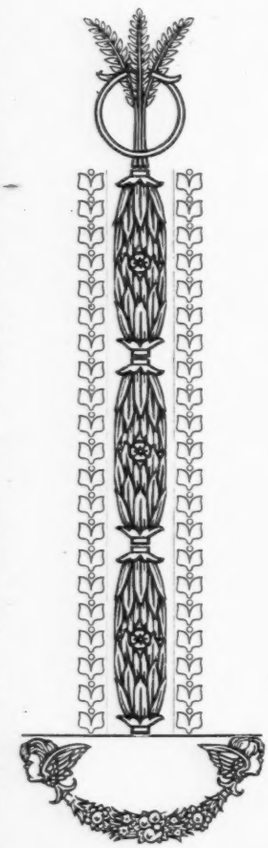

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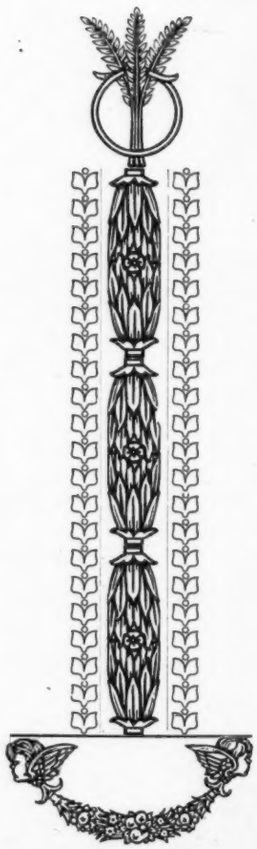
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